

# Solar Power Sales Consultant

## Job Snapshot

Full-time, or part-time to full-time independent sales representative

2 years of sales/customer service or equivalent experience

Demonstrated ability to learn & apply new knowledge

Motivated to make \$70-\$100K/year

Has personal transportation, cell phone, computer & printer with MS Excel

## Job Description

We're seeking individuals interested in joining our team to help people save thousands on their utility bills while also reducing our America's reliance on fossil fuels and the carbon emissions they produce.

Solar Solution AZ is a family-owned business that started in 2012 for the purpose of helping customers save money on their utility bills with solar power. Quality control is important to us, so everything we sell, we also install and back with a 25 year warranty. Unlike those of many of our competitors, our solar solutions are designed to either pay for themselves when financed, or produce an attractive return on investment when purchased directly by the homeowner. We've installed over 1,200 jobs in Arizona, and have an A+ rating with the Better Business Bureau, and great social media reviews on Google+, Yelp, and Facebook!

We will provide you with the software and training to be able quote and write compelling proposals, and show homeowners how they can save money and enhance the resale value of their homes.

Successful solar power sales consultants are self-motivated, like meeting, talking with, and persuading people, are comfortable with creating their own customer leads, and enjoy the consultative selling process. Our Sales Consultants earn \$1,350 for each order they sell. Just one order per week yields an annual income of over \$70,000 per year.

## Responsibilities

- Generate customer leads
- Connect with homeowners interested in saving money
- Work with our Excel-based estimation/proposal writing program and online customer relationship/project management program.
- Answer questions/overcome objections and close contracts on orders

- Generate more leads through referrals from happy clients

### Qualifications

- Quick study – demonstrated ability to learn, apply instruction
- Personable -- friendly, self-confident, great at making positive first impressions
- Persuasive -- loves to engage, educate, and influence others; solve problems
- Self-motivated --willing to work hard/work smart, uses time wisely
- Motivated to achieve results and make \$70,000 to \$100,000+/year
- Has own tools: reliable transportation, cell phone, laptop computer/printer w/ MS Excel software and a printer

We are looking for career-minded sales professionals, and are committed to helping you succeed. Take the short test below to see if you’ve got the personal ingredients to succeed!

Question	Definitely Definitely Not Me <span style="float: right;">Me</span>				
1. <i>People that meet me warm up to me quickly, and find me to be a likeable person.</i>	1	2	3	4	5
2. <i>I am energized by meeting new people and building relationships with them.</i>	1	2	3	4	5
3. <i>I enjoy exchanging ideas &amp; persuading people.</i>	1	2	3	4	5
4. <i>I am more energized than overwhelmed when my time is stretched to the limit.</i>	1	2	3	4	5
5. <i>I enjoy the challenge of convincing skeptics, and can be quite persistent in my efforts to persuade them.</i>	1	2	3	4	5
6. <i>I am able to read other people’s “behavior styles”, and can adapt my style to get them comfortable with me.</i>	1	2	3	4	5
7. <i>I am never satisfied with what I already know &amp; can do – I’m driven to keep growing personally &amp; professionally.</i>	1	2	3	4	5

Now count up your total score. If your score is **30+**, you’re a rock star! From **25-29**, you’d be good at it! If you’re below **25**, this is probably not the right job for you.

Contact information:

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