

## **Sol Tek Solar Sales Professional**

Sol-Tek Solar, a division of Westech Systems, LLC., strives to be the best in providing excellent service and satisfaction to all our customers. Sol-Tek Solar has been providing the Valley with solar thermal and solar PV solutions since 2008, with customers dating back to 1978. Our expertise is in residential, commercial photovoltaic and thermal system installations and services.

We are a value-driven company committed to providing high-quality, innovative solutions guaranteed to create a positive impact within our community. We are looking for an upbeat, talented, and driven individual who will thrive in the fast-paced sales environment as our new Solar Sales Consultant. This is ideal for those interested in taking on the challenge of achieving ambitious growth objectives and is comfortable dealing directly with clients and decision-makers.

### **Solar Sales Professional Duties/Responsibilities:**

- Possess excellent customer service skills
- Become an expert in renewable energy and smart home products and their benefits to the consumer.
- Help families save money through our consumer-focused sales practice.
- Close contracts confidently with new homes and families while gaining outside business development expertise.
- Build a relationship with customers by introducing them to solar products.
- Answer questions about the product and meet customer needs.
- Properly prepare for appointments by building proposals, presentations, and energy audits.
- Conduct an effective, powerful, and educational client-specific presentation that results in a positive experience at every appointment.
- Meet or exceed monthly sales appointment and revenue goals.
- Maintain leads, opportunities, and all inter-departmental communications using CRM.
- Maintain and immediately update notes on all client appointments in the CRM.
- Confidently discuss options and close contracts.
- Provide customer service and generate referral sales.
- Identify prospective customers for potential leads to generate a pipeline.
- Complete and submit all necessary paperwork for each project.
- Participate in company events to prospect and generate sales.
- Participate in company training and meetings.
- Network and look for opportunities for engagement to build a client base.
- Stay educated on the newest solar energy products and technologies and financing options.