

Solar Sales Consultant

In the last decade, solar has experienced an average annual growth rate of 50% and less than 1% of homes in New Mexico have solar installed. This paired with 350+ days of sunshine each year, helps to solidify solar as one of the fastest growing industries in New Mexico!

Ocotillo Solar Electric is a full-service residential solar company with 20+ years experience in the solar industry. We are a locally owned and operated business that takes pride in our "think global, support local" mentality. At Ocotillo Solar we focus on cultivating a high-performance culture where a service approach, continuous improvement and a goal-oriented mindset are valued. We are a fun group of individuals who are looking to change the world, one house at a time.

Job Description:

We are seeking a highly-motivated, high-energy, results-driven Solar Sales Consultant. The ideal candidate is an organized self-starter with excellent written and spoken communication skills and a willingness to learn and adapt to changing situations. They are also a detail-oriented team player who is passionate about solar and likes to have a little fun.

Our ideal candidate will sit a minimum of 4 appointments weekly and convert a minimum of 1 sale per week.

Responsibilities:

- Contact and communicate with potential customers via phone, email, text and virtual or in-person meetings
- Communicate clearly and concisely with potential customers about solar
- Educate potential customers on the benefits of going solar
- Follow up with prospective customers
- Continuously search for new leads and customers
- Follow sales policies and procedures
- Manage customer data and sales data via CRM, Sunbased Data
- Manage sales pipeline and sales status via CRM, Sunbased Data
- Attend meetings and trainings
- Set goals with manager and strive to meet or exceed them
- Continuously develop work skills and knowledge about solar
- Has the ability to safely and legally operate a personal vehicle
- Has the ability to travel to surrounding Albuquerque areas (Rio Rancho, Bernalillo, Los Lunas)

Skills/Qualifications/Requirements:

- PV Sales experience and technical understanding of PV Systems
- Excellent written and verbal communication skills
- Valid driver's license
- Reliable personal vehicle
- Personal Smartphone and Computer
- High desire to succeed
- Teachable and coachable
- Business and Personal References

Job Type: Full-time

Salary: DOE

Experience: Sales/Lead Generation: 3 years (Required), PV Sales experience and technical understanding of PV Systems (Required), Management experience (Preferred)

Education: High school or equivalent (Required)

Language: English and Spanish (Preferred)

Physical Requirements: Walking, Standing

Additional Compensation: Bonuses

Work Location: Multiple locations, Remote

Paid Training: Yes

Benefits: Sick leave, Paid holidays, Opportunity for Advancement

Local applicants only

To apply send resume to emily@ocotillosolar.com