



Oregon-based solar PV design and installation firm, Elemental Energy, brings a fresh perspective, passion, and enthusiasm to the local solar industry. Widely recognized as being professional, efficient, and straight-forward, we believe in ensuring our clients realize the benefits of their financial investments, and that they move forward confident in their path to energy independence. We are hiring a **Solar Sales Consultant** who will drive company profitability and growth while helping commercial property owners save money and reduce their environmental impact.

**Job Description:**

The solar sales consultant will develop and manage solar project proposals with commercial customers and support some residential sales opportunities. Develop proposals for commercial projects that lead to successful project outcome for all stakeholders. Achieve or exceed strategic goals on a consistent and predictable basis. Develop and present conceptual array layouts for rooftop, carport, and ground-mounted projects in coordination Elemental Energy's development team.

**Primary tasks include but are not limited to:**

- Conduct financial analysis on the commercial and residential customers' energy usage and demonstrate the value of solar to the customer in both short-term and long-term financial returns and environmental impact
- Professionally represent Elemental Energy as an ambassador to our vision, driving increased solar awareness
- Adhere to all company policies, procedures and business ethics codes and ensure that they are communicated and implemented within the team
- Log all communications with customers in CRM contact database
- Drive customer satisfaction and customer referrals
- Maintain knowledge of Oregon current commercial and residential rebates and incentives
- Prepare action plans by individuals as well as by team for effectively building and acquiring of sales leads and opportunities

**Required Skills:**

- Knowledge of solar energy and/or solar industry experience
- Demonstrate proficiency in Microsoft Office including Excel, Word, Outlook and PowerPoint
- Excellent written and verbal communication skills
- Detail oriented with exceptional organization skills
- Ability to understand finance models and select various types of finance packages based on the client's needs
- Display strong negotiation and presentation skills
- Show a consultative based approach to selling the value of solar
- Set referral and self-generated appointments

**Qualifications**

- 2+ years' experience in commercial or residential solar sales
- 5 years of sales experience
- Associate's degree, or equivalent years of experience in a sales role
- Valid driver's license and successful completion of background check

**Working for Elemental Energy:** We are passionate innovators and enthusiastic creators. We believe in a world where everyone has equal access to clean and reliable energy. We walk the walk, work to protect the places we love to explore, and have a great time along the way.

**Compensation:** Pay and benefits are competitive and dependent upon experience and education.

**How To Apply:** Please submit your resume and cover letter to [info@elementalenergy.net](mailto:info@elementalenergy.net), with the subject line "Solar Sales Consultant" in the email. In your cover letter, please describe why you're interested in working for Elemental Energy in particular. In-person interviews will be scheduled at Elemental Energy's discretion.