

# HELP WANTED: Southern Light Solar is hiring for a sales consultant position

## **Southern Light Solar Sales Consultant**

**Pay:** *Compensation is \$35k salary plus commission. We expect average compensation to be \$60-\$70k.*

### **Job Description**

Southern Light Solar's Sales Consultant has the opportunity to work with homeowners and discuss the benefits of solar energy. Our Sales Consultant will spend much of their time visiting with prospective customers at their homes. He/she is the primary external representatives of SLS. This position requires drive, self-motivation, the desire to help customers, confidence (without arrogance), and a high degree of professionalism.

The Solar Sales Consultant:

- Participates in full life cycle sales and lead generation
- Conducts analysis of customer's current and projected electrical usage and financial ROI
- Generates project proposals and quotes for customers
- Closes contracts at client homes
- Logs all communications with customers in CRM contact database

### **Job Requirements**

- Required: 3+ years of a successful track record of sales experience
- Experience self-generating customer leads, exceptional follow up skills

A track record of achievement as evidenced by sales awards, beating quota, building a new book of business, growing a market, etc.

- Must be highly proficient with computer skills
- Microsoft Office and basic Excel a must
- CRM experience a plus
- Motivated by career advancement, high income potential, and making a difference
- High integrity, able to put customers at ease
- Must be flexible working weekend and evening hours
- Four-year college degree highly preferred, but not required
- Over-achiever, track record of winning at whatever you put your mind to
- Excellent customer service skills required
- Excellent written and verbal communication skills required
- Valid state driver's license, clean DMV driving record, and ability to pass pre-employment background and drug screen
- Reliable transportation

**To apply email resume to [jobs@southernlightsolar.com](mailto:jobs@southernlightsolar.com)**