



Commercial Solar Sales Associate

Catamount Solar, a leading employee-owned solar design and installation company, is seeking an experienced Commercial Solar Sales Associate to help expand our commercial market by generating commercial sales leads, developing proposals and closing business for commercial solar electric installations.

Responsibilities:

- Effective at generating qualified leads, including cold calling, community events, and networking
- Effectively present company and its capabilities
- Perform in-person consultations, that include inspecting customer's property and assessing existing conditions, determine needs of commercial building owners, and present project financing options to prospective customers
- Act as a knowledgeable and credible consultative sales professional that ensures integrity, and fully informs the customer regarding their options and a best fit for their unique situation
- Manage the sales cycle from lead generation to close by having continuous customer contact during all phases of project, and maintaining notes and data in the company's sales log
- Respond to leads or opportunities in a timely manner
- Consistently close new sales
- Maintain knowledge of current commercial solar incentives in Vermont and New Hampshire
- Actively work to cultivate, gather and assist customer referrals for new leads
- Maintain a high level of customer service
- Attend required trainings, weekly sales meetings, and follow Catamount Solar sales processes
- Work effectively with a high level of self-motivation and autonomy

Desired Qualifications:

- 2-3 years minimum successful experience doing Commercial Sales in the solar industry
- Understanding of commercial solar PV system design and interconnection options
- Ability to calculate key financial metrics -- develop, understand and effectively present project financial models
- Detail oriented and polite, with excellent verbal and written communication skills and a dedication to high levels of customer service

This position's compensation will be Base Salary + Commission. Salary based on the candidate's experience. **Catamount Solar** employees receive a generous benefits package including health, dental and vision insurance premiums paid for the employee and their dependents; generous paid time off (PTO) allocations, company-sponsored entertainment events, year-end bonuses and company-funded 401(k).

Catamount Solar operates as worker's cooperative, an employee-ownership structure that promotes employee engagement, workplace democracy and economic fairness. All employees are either company owners or on a defined track to become owners. As an employee-owner, you have a seat at the table to contribute to decision making related to the direction of the company and you will receive a share of any annual profit. We believe that employee ownership is the ultimate company benefit.

Applicants should send a letter, resume and employment references to jobs@catamountsolar.com. Application Deadline is January 20, 2019.