



Company website: www.sunwize.com

About SunWize:

Our technology changes the way energy is put into homes and businesses. We are one of the largest and most highly respected solar renewable energy companies in the nation. For over 13 years, SunWize has been a leader in the solar electric industry. Our systems provide power for remote and grid-tied homes, telemetry, outdoor lighting, telecommunications, water pumping and much more! Businesses and government agencies depend on us for innovative solutions where utility power is not available or non cost-effective. We are innovative, fast moving and fast growing— stable and firmly established, yet highly entrepreneurial in our thinking and doing.

Compensation and Benefits:

SunWize offers a competitive salary plus fully comprehensive benefits and sales bonus plan based on sales revenue. Our generous benefits package includes a 401(k) Retirement Plan, medical/dental/life/disability program, 10 days annual vacation time, 6 days sick time, 6 days of PTO time, prorated from your date of hire.

Position Title: Residential Sales Representative

Classification: This is a full time position.

Locations: CA: California, Oregon and Arizona

Reports To: Director of Residential Direct Sales

Job Responsibilities:

- Perform sales presentations at pre-set appointments with prospective residential customers for the sale of solar electric power systems and related products and services the company may offer.
- Evaluate the customer's energy needs, available space, shading issues, electrical service limitations, and aesthetic concerns to arrive at a suitable recommendation for the solar electric system size and configuration.
- Explain economic and environmental benefits of solar electric systems to customers.
- Identify, isolate and overcome customer concerns and objections.
- Close orders for direct installation of solar electric installations.
- Accurately execute all contractual documents with customer including paperwork associated with procuring solar incentives.
- Prepare a roof sketch with measurements and take digital photos and transmit to engineering.
- Follow-up with prospective customers, give an accounting of specific status of all leads and produce regular sales reports.
- Aid in performance of customer contact functions throughout permitting and installation processes.
- Support Company in assuring customer satisfaction.
- Aid in retrieval of customer payments and city/county permits on a periodic basis.
- Attend company meetings, work trade shows, attend seminars and perform other sales related functions as needed.

Requirements:

- Bachelor's degree in Business Administration, or equivalent
- Work experience in direct sales to consumers in a similar capacity, or equivalent experience.
- Proven communicator—verbal and written.
- Demonstrated ability to close sales orders.
- Detail oriented with strong organizational skills.
- Strong computer application skills including PowerPoint, Excel and MS Office.
- Comfortable with use of basic construction surveying and estimating tools such as compass, camera, and tape measure

- Comfortable working outdoors and on ladders and rooftops
- Must employ ethical business practices throughout all communication.
- A personal commitment to a safe working environment
- Ability to handle contract negotiations with customers and prospective customers.