



Commercial Sales Consultant

LightWave Solar Electric, LLC is the leading solar electric system design and installation company in Tennessee, designing and installing residential and commercial solar PV systems across the Southeast.

We believe that rapid integration of solar and other renewable energy sources into the conventional electricity grid is both inevitable and absolutely vital to creating a more secure and sustainable world.

We are currently looking for a talented **Commercial Sales Consultant**. In this position you are responsible for commercial business development and qualifying commercial leads into sales.

The ideal candidate must have a proven track record of closing commercial contracts and high degree of maturity, be a team player, be able to handle a high volume of leads, have excellent communication and interpersonal skills and be willing to work evenings and weekends. Solar Experience is strongly preferred but not required.

Our employees are the biggest assets and we believe that their commitment, support and dedication are the key to the success of our business. We offer a competitive compensation package with outstanding benefits. You will be part of a very enthusiastic and dynamic team of over 20 people.

Our business is growing rapidly and we are looking for people who are interested in growing with us.

This is a great opportunity to work in a booming industry:

PRIMARY RESPONSIBILITIES

- Strategically focusing sales activities to gain recognition with potential clients, ethically build credibility as a trusted solar consultant and generate revenues through the sale of Engineering, Procurement and Construction (EPC) as well as by qualifying commercial leads generated through multiple lead sources.
- Educate clients on the features of Solar PV products, installation process and available incentives by representing the goals and vision of our company.
- Determine suitability of sites.
- Effectively present solutions to clients that meet or exceed their needs.
- Exceed set sales targets.
- Effectively manage time in order to work effectively with external clients and internal cross-functional departments.
- Proficiently perform all required sales activities including: sales prospecting, qualifying, account management, site evaluations, proposals, presentations, networking, relationship building, partnering, business development, managing use of resources, etc.
- Diligently adhere to company standards regarding accurate CRM management

MINIMUM REQUIREMENTS/EDUCATION:

- Bachelor's degree required.
- 3+ years of solar sales experience is highly preferred.
- NABCEP Technical sales preferred but not required.

KNOWLEDGE AND SKILL REQUIREMENTS

- Proven track record of closing commercial sales.
- Proficient with computer software programs such as Microsoft Windows, Microsoft Office, Sugar CRM, Google Sketchup.
- Knowledge of Solar PV industry and competitors is strongly preferred.
- Excellent oral and written communication skills and outstanding telephone and follow-up skills.
- High attention to detail and expert in multi-tasking.
- Think critically and ability to solve problems.
- Self-motivated; ability to work under pressure with minimal supervision in a rapidly and constantly changing industry.
- Understanding of Financial analytics (NPV, IRR, Time Value of Money, Financing (capital lease, operating lease), ROI, depreciation, cash flow).
- Ability to review and understand architectural plan sets and discuss electrical terms with electricians, general contractors and clients · Solar electricity industry design concepts preferred
- Random out of town travel required.
- Valid driver's license.

APPLICATION REQUIREMENTS

- At LightWave Solar Electric, LLC, we consider the environmental impact of our business decisions whenever possible. To minimize paper waste, we request that all candidates e-mail their resumes. Only resumes with a cover letter and salary requirements will be considered. References will be checked for final candidates.
- No phone calls please.
- Send e-mail to jobs@lightwavesolarelectric.com.
- LightWave Solar Electric, LLC is an Equal Opportunity Employer, offering health, dental, life, and long-term health insurance and paid time off. Compensation is based on experience.