

## Solar Consultant (all 5 boroughs)

compensation: \$3,000 per deal on average

employment type: Full-time

### Position Summary

Sustainable Solar and Storage is looking for a Solar Consultant to be responsible for following up on leads who have had interest in solar in the past and converting them into customers. Duties will include reaching out to potential clients and setting appointments for a consultation. In order to be successful in this role, you will need to have an understanding of the sales process and dynamics, and also superb interpersonal skills. Some previous experience in a sales role is a plus.

### About Sustainable Solar and Storage

Our mission is to help consultants achieve their personal, professional, and financial goals through the growth of their businesses. We provide strategic business guidance through trainings online, offline and in the field. Our team trains directly with Cardone University. Our core values are the backbone of our business and guide our hiring process: we radiate inspiration, accountability, transparency, discipline, integrity, and are results oriented. This company aims to be nationwide and is growing by the day.

### Job Description

Sales Consultants will visit homeowners to educate them on the process and benefits of making the switch to solar.

### Product sells itself

- Lowers electric bills 20%-40%
- Saves thousands off of taxes
- Go solar for \$0 down

It's an amazing value. There is nothing else like this.

If it makes sense for the homeowner to move forward with solar,  
you can earn anywhere from \$3,000 per sale.

We do all roof types, Pitched, Flat, Shingles, Spanish Tile, Medal Roof, Rubber Roof, Etc. As our company started off with a background in roofing we are very much capable and able to put solar on any and every type of roofs.

We're looking for highly motivated, intelligent, ethical, excellent communicators, who are ready to do the work and make the Tri-State Area run off of 100% Renewable Energy!!!

#### Performance Objectives:

Maximize sales opportunities by scheduling appointments and accepting scheduled appointments given on a daily basis.

Manage pipeline of qualified prospects using company spreadsheet and performing daily review of leads and lead sources.

Make at least 50 outbound calls daily minimum and convert leads to customers.

Meet daily KPI's and monthly/quarterly Sales Targets.

Be a contributing member of the Sales Team in revenue, culture, and brand image.

Have a strong desire to excel in a results driven environment.

#### Capabilities/Key Competencies:

Problem Solving - Identify and resolve problems in a timely manner; gather and analyze information skillfully; develop alternative solutions; work well in group problem-solving situations.

Adaptability - Adapt to changes in the work environment; manage competing demands; changes approach or method to best fit the situation; able to deal with frequent change, delays, or unexpected events.

Attendance/Punctuality - Is consistently at weekly trainings and on time; arrive at appointments on time.

Inspire the trust of others; work with integrity and ethically; uphold organizational values.

Displays willingness to make decisions; exhibits sound and accurate judgment; support and explain reasoning for decisions.

Demonstrates persistence and overcomes obstacles, measure self against standard of excellence.

Prioritize and plan work activities; use time efficiently; set goals and objectives; organize or schedule other people and their tasks.

Preferred Education & Experience:

College Degree in Business or Communications

1-2 years' work experience in training, leadership or management

Strong presentation skills

Commitment to Diversity

As an equal opportunity employer committed to meeting the needs of a multigenerational and multicultural workforce, Sustainable Solar and Storage recognizes that a diverse staff, reflective of our community, is an integral and welcome part of a successful and ethical business. We hire local talent at all levels regardless of race, color, religion, age, national origin, gender, gender identity, sexual orientation or disability, and actively foster inclusion in all forms both within our company and across interactions with clients, candidates and partners.

Reply with your resume and if you match what we are looking for we will schedule you for an interview! Thank you and we look forward to working with you!

Job Type: Commission

Job Type: Full-time