

Job Description

Precis Solar is looking for motivated sales professionals that are interested in a new and exciting career in the solar energy industry. Precis Solar is a privately held solar energy products and services company located in the Inland Empire. We have completed thousands of residential and commercial installations and we are now searching for the best sales talent in the industry.

We are currently seeking an experienced, qualified and energetic **Solar Energy Sales Professional** to join our team in the **Inland Empire**.

The Solar Energy Sales Professional will be responsible for the following:

- Generate new revenue in the residential solar energy sector
- Establish and Maintain monthly sales targets and quotas
- Conduct virtual and physical site surveys at residential customer sites.
- Generate estimates and quotes for new customers.
- Close new deals and sign contracts at customer homes.
- Prospect and qualify new solar energy leads.
- Analyze customer's utility bills to understand their usage and to better explain how we can help them offset their bills or eliminate them completely.
- Generate all utility and interconnection paperwork associated with each sale.
- All sales reps must learn the details of their local utilities, local and federal tax incentives, and be able to educate customers on the many incentives in the market that they can take advantage of in order to reduce their system cost.
- Utilize online site survey and design tools to conduct preliminary site evaluations for the customer so they can get a visual idea of what will fit on their roofs and how it will look.
- Conduct sales presentations to individual residential customers, communities, home owners associations, homebuilders, architects, non-profits, small commercial, etc.
- Perform in home sales presentations, setup displays, and close residential contracts.
- Impeccable customer service at all times.
- Work with the Operations team on all of your projects to ensure they are going as planned and the customer is informed and happy throughout the install and sales process.
- Attend Green Expos, marketing fairs, and other related company events.
- Update the CRM software database for all customers in real time.

Desired Skills & Experience

The most competitive candidate will have the following skills:

- 2-5+ years of sales experience, preferably within the solar industry, renewable energy industry, technology industry, or other related industry.
- World class customer service skills, both written and verbal.
- Ability to work in a fast paced, dynamic environment, with passion and a commitment towards excellence.
- Ability to build trust and rapport with prospective customers and associates alike.

- Knowledge of the solar industry, local competition, products & services.
- Site survey experience and a willingness to complete detailed site surveys using solar industry equipment as required.
- Ability to deliver outstanding presentations to customers via phone, in person, and in both formal and informal settings using technology as needed.
- Bachelor's degree preferred, but not required, or other industry solar certifications.
- Ability to work a variety of hours, including nights and weekends.
- Competency in Microsoft Office applications (Word, Excel, Outlook, PowerPoint)
- Design experience and CRM experience is a plus.
- Reliable vehicle and insurance.
- Ability to travel to support customers.

Precis Solar is an Equal Opportunity Employer.

The above information has been designed to indicate the general nature and level of work performed by sales professionals in this classification. It is not designed to contain or to be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of the employee assigned to this job.

Company Description

About Us:

The Precis Group of companies was established in 1988 with Precis Development Inc. being the parent company. We have been in the solar industry since 1979 as B&P Solar of San Diego prior to changing our name to Precis Solar, and now that the Federal & State incentives along with the technologies have caught up with the demands of our times, solar just makes sense! With over 20 years of experience working with Solar, Wind and Water energy systems. Precis Solar will provide the consultation, design, engineering and installation professionalism that you would expect for both residential and commercial applications.

Our Mission:

We understand the environmental impact of our nation's dependence on fossil fuels for vehicles and energy production is one of the single greatest challenges our country will face in our lifetime and well into our children's future. Precis Solar is committed to doing our part to provide cost effective and efficient ways to deal with these problems and win. Through the use of innovative designs and the most current technologies, Precis will continue to provide these solutions at affordable prices, while never compromising our quality, craftsmanship and commitment to you. Precis Solar takes great satisfaction in turning the endless energy supplied by our sun into the electrical energy you'll use every day.

Send resumes to careers@precissolar.com