

Solar Sales Consultant

South Coast Solar is seeking experienced and motivated sales people that are interested in an exciting career in the solar energy industry to join our Solar Consultant team.

South Coast Solar is a privately owned solar energy company located in Columbia SC, with its headquarters located in Metairie LA. We have completed hundreds of residential and commercial installations, utilizing the best talent in the industry.

Solar Sales Consultant Job Description:

As a part of the sales department, the Solar Sales Consultant will drive the growth and profitability of South Coast Solar by using established sales techniques to create and close deals with qualified customers.

Job Responsibilities:

- Generate new sales opportunities by following up with all leads provided as well as by networking and gathering referrals
- Compose and deliver sales proposals to customers, utilizing tools provided
- Establish and maintain current and new customer relationships by providing professional, knowledgeable and courteous customer service
- Meet or exceed minimum monthly sales goals
- Generate and submit all required and appropriate paperwork using company processes and CRM
- Learn details of local utilities, interconnection requirements, state and local tax incentives
- Prepare and present in home sales presentations
- Work with other SCS departments to achieve mutual objectives
- Participate in ongoing training and professional development
- Attend expos, fairs, shows and other marketing events
- Adhere to all processes and procedures as trained

Job Requirements:

- 2 years of sales experience, preferably outside sales
- Reliable vehicle with proper insurance; personal vehicle is used for sales calls within designated sales area
- Strong written and verbal communications skills
- Willingness and eagerness to learn
- Professional appearance
- Ability to work a variety of hours, including evenings and weekends
- Computer literacy including Microsoft Outlook, Word, Excel, PowerPoint
- College degree preferred

Benefits

- 6 paid holidays throughout a calendar year (after 90 day probationary period)
- Accrued "paid time off" based on hours worked (after 90 day probationary period)
- Health, Vision and Dental Insurance (after 60 days employment)
- 401k eligibility (after 90 day probationary period)

Compensation

- Base, Commission

To apply for this position, follow the link below to the South Carolina Workforce website. If you do not already have a username and password for that site, you will need to create one. Once logged in, click on "Job Search", then "Job Number Search" (tabs across the top). In the Job Order Number field, type in 657464. This will bring up the Sales Consultant position. Click on the job title, then "How To Apply For This Job" to complete the application.

<https://jobs.scworks.org/vosnet/Default.aspx>