



## **Photovoltaic Sales and Design Consultant for Residential Clients**

SunBug Solar is a leading Massachusetts solar energy provider with over a decade of experience delivering high-quality craftsmanship and outstanding customer service to businesses, residents, non-profits, and landowners throughout the Northeast. As a Certified B Corporation, we are driven by a commitment to building a healthier energy system, creating a great place to work for our employees, and giving back to the communities we serve.

### **Position Overview:**

SunBug Solar is looking for an energetic individual to join our experienced team in the design and delivery of solar solutions for residential clients. The successful candidate must embody SunBug's education-based, consultative, and practical approach to working with homeowners. The sales consultant will engage with potential clients to design solar systems based on customer input, current technology, and active incentives. Candidates will demonstrate technical proficiency, initiative, excellent communications skills, and be detail oriented. This full-time role is based out of our Eastern MA office.

### **Primary Responsibilities:**

- Qualify potential clients on the phone, via email, and in-person
- Educate potential clients on the wide range of solar photovoltaic benefits
- Conduct site surveys for potential customers, including roof measurement and system design, surveys of site conditions to estimate solar electric systems
- Design and price residential and small commercial solar systems
- Generate high-quality proposals
- Close deals and review contracts
- Problem solve as issues arise in a timely manner
- Create an exceptional client experience
- Collaborate across other SunBug functional areas such as operations, design and construction management to ensure client requests are understood and appropriately addressed
- Leverage SunBug's internal systems to ensure all project data is captured and to drive best practices
- Assist in the evaluation of budget-to-actual financials on a per-project basis to improve project profitability

**Qualifications:**

- Experience in the solar, HVAC or renewable energy industries.
- Excellent organization skills with the ability to address dozens of projects simultaneously
- Working knowledge of the structure of buildings
- Working knowledge of electrical systems
- Critical thinker and problem solver
- Financial acumen
- A natural aptitude for paying attention to the details
- Excellent verbal and written communication skills
- Certifications desirable (NABCEP, Construction Supervisor License)

**The successful candidate will be:**

- A quick learner with a highly effective communication style based on exceptional levels of integrity, optimism and energy
- Highly collaborative, a true team player
- Extremely responsive to internal and external constituents
- Passionate about delivering outstanding customer service both internally and externally

**Job Type:** Full-time

**Benefits:**

- Health insurance
- 401(k) program with company matching
- Paid time off
- Professional development assistance