



Photovoltaic Sales and Design Consultant - New Construction

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 lead our growing efforts in the design and delivery of solar solutions for residential and small commercial new construction and major renovation projects. The successful candidate must embody SunBug's education-based, consultative, and practical approach to working with architects, general contractors and home builders, as well as directly with homeowners and business owners. 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 at our Arlington office.

Primary Responsibilities:

- Qualify potential clients on the phone, via email, and in-person
- Educate potential clients on the wide range of benefits of solar photovoltaics
- 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 for new construction projects
- Generate high-quality proposals and submittals
- Close deals and review contracts
- Work closely with SunBug's Construction Manager and Project Managers to efficiently prepare projects to be built including special equipment and materials, non-standard permitting for AHJ's, and sub-contractor hiring
- Effectively serve throughout the construction process as the interface between outside clients such as architects, builders, and homeowners with SunBug's internal operations and construction teams
- Problem solve as issues arise in a timely manner
- Leverage SunBug's internal systems to ensure all project data is captured and to drive best practices, lessons learned and efficiencies across teams and projects
- Assist in the evaluation of budget-to-actual financials on a project basis and implement strategies to improve project profitability

- Expand SunBug's relationships with key influencers and decision makers in the new construction and major renovations market.
- Develop a growing line of business, including delivering compelling presentations on the benefits of solar to industry partners

Qualifications

- Three years of experience in the solar industry
- Three years of project management experience in a fast-paced, quick turnaround environment,
- Highly organized with the ability to address multiple projects simultaneously
- Facility with construction plans and schematics
- Working knowledge of the structure of buildings
- Working knowledge of electrical systems
- Critical thinker and problem solver
- A natural aptitude for paying attention to the details
- Excellent verbal and written communication skills
- Certifications desirable (NABCEP, Construction Service 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