

Solar Residential PV Sales Consultant

SolarCraft – Novato, CA

We are looking for partners, not employees.



For more than 35 years, SolarCraft has been committed to providing solar and clean energy solutions that deliver the highest financial and environmental benefits possible to our North Bay community; providing renewable energy for homes and businesses that is far cheaper than fossil-fuel based utility power, reduces pollution directly into our environment, and improve energy resilience (back-up power, energy management, reduce grid infrastructure). We reduce the cost of living and the cost of doing business locally, improve environmental health locally, create great jobs locally, and demonstrate leadership and responsible living in our community and beyond.

Everyone counts at SolarCraft. We are 100% Employee-Owned and all employees are given equal chance to be partners in our business, earn competitive wages with performance-based incentives, PTO, Holidays, and Benefits.

SolarCraft is seeking an experienced, highly motivated Sales Consultant to join our Residential Solar PV/Electric team. The position will be Full-time, based in our Novato, CA Headquarters, and will be an integral part of our Sales team. We are seeking intelligent, self-driven sales professionals who want to work at the intersection of the energy industry, the environmental sector, finance, and community engagement.

Our team works in a collaborative environment to help homeowners use solar to save money, increase the value of their properties and demonstrate commitment to sustainability. It is an exciting time for our community, state, country, and the world, and the career opportunities at SolarCraft in the renewable energy field are limitless - this is an outstanding opportunity to work locally with the best team in the industry.

The Solar Consultant responsibilities include:

- Know your "Why"
- Educate and inspire potential customers on the many benefits of solar and alternative energy technologies.
- While maintaining the highest level of integrity and ethical sales practices, Sales Consultants must differentiate themselves and SolarCraft in a competitive marketplace.
- Conduct energy rate and usage analysis, PV production and savings modeling, create preliminary designs and proposals and present solutions in a compelling manner via in-home visits, phone and email.
- Pursue leads (company provided and self-generated) for residential solar electric and storage/battery systems.
- Network, attend events, generate referrals and build references to support your ongoing business

- Using satellite imaging programs and industry-leading PV energy programs, and onsite home survey and inspections, Solar Sales consultants evaluate and perform site feasibility studies.
- Consistently utilize CRM (Salesforce) and proficiently log all activities throughout the entire sales process
- Prepare weekly feedback and forecast reports

Desired Qualifications:

- Prior residential solar sales experience preferred
- A positive attitude
- A sincere belief in the power of renewable energy to transform our society and deliver value to home and business owners
- Proven sales professional with strong technical and interpersonal skills
- Experience selling, designing and/or installing solar electric and/or solar thermal systems (equivalent experience in battery/storage, fuel cell, alternative energy, or advanced electrical products considered).
- Strong technical abilities required: high reliance on excel, math, science, design & construction methodology and geospatial software programs, financial modeling.
- Knowledge of current utilities, energy regulations and policies, incentives and rate structures
- Knowledge of solar technologies (i.e. PV, inverters, DAS, racking, storage) and other residential energy products
- General knowledge of electrical and construction methods and codes
- Computer Skills-MS Office, CAD, Salesforce/CRM

Competitive Compensation and Benefits:

- Competitive pay and PTO benefits.
- Health insurance with company subsidy.
- Employee Stock Ownership Plan participation and 401(k).
- On-the-job training and education in solar energy.
- Opportunities for advancement within a rapidly growing business and industry

Opportunity to work for a company that's changing the world and our community, one building at a time. For more than 30 years, SolarCraft has been acknowledged as one of the "Best Places to Work in the North Bay". Voted the "Best of Marin" for the past 5 consecutive years, SolarCraft is well regarded for our high-quality solar installations, professional and reliable service, and client-focused approach. We pride ourselves on exemplary customer service to our discerning clientele.

Please send Cover Letter and Resume to jobs@solarcraft.com