



Job Description

Solar Sales Representative

Description:

GLJ Electric, LLC is a family-owned company and a leading provider in renewable energy solutions. We are seeking a highly motivated Solar Sales Representative to join our team! The ideal candidate will have a passion for renewable energy and a proven track record in sales. As a Solar Sales Rep., you will be responsible for generating leads, conducting sales presentations, and closing deals. You will work closely with customers to assess their energy needs and provide them with tailored renewable energy solutions.

Duties:

- Generate leads through various channels, including provided online platforms, cold calling, door-to-door, and referrals;
- Educate homeowners and businesses on the benefits of renewable energy with integrity and a strong moral compass;
- Conduct telephone, in-home and virtual consultations to assess customer energy needs and promote renewable energy products;
- Prepare and present customized solar and renewable energy proposals to potential customers;
- Close sales and achieve or exceed monthly sales targets;
- Provide exceptional customer service and build relationships with customers;
- Learn the newest in renewable energy; in products and installation;
- Work closely with customer from start to finish of system installation;
- Attend training sessions and stay updated on industry trends and new products;
- Keep detailed records of customer interactions and sales progress using CRM software;
- Conduct onsite inspections during installation and communicate with the customer on status of project;

Knowledge and Skills:

- Must have proven experience in sales, preferably in the solar or renewable energy industry
- Must have excellent verbal and written communication, negotiation, and presentation skills
- Proficiency in CRM software and Microsoft Office Suite
- Have excellent time management skills
- Be self-motivated and goal-oriented
- Be able to adapt quickly
- Demonstrate a collaborative and professional work ethic
- Positive and energetic attitude
- Enjoy a fast-paced work environment

Requirements:

- Must be 18 years of age or older
- Must be self-reliant and motivated
- Must be proficient in Microsoft Office Applications; including Excel and Word Applications
- Must be able to lift over 50 pounds
- Must possess own reliable transportation

Job Type: 1099 Independent Contractor

Potential Income: Commission based: \$40K to \$120K annually; depending on number of sales

Experience: 1-2 Year of Sales Experience (Required)

Education: High School Graduate

License: Valid Driver's License in Good Standings (Required)

Background Check Required: Yes

Interested candidates should submit their resume and a cover letter outlining their experience and why they are a good fit for this position at GLJ Electric, LLC.

Apply online at www.gljelectric.com or in person at 2813B N. Highway 385, Levelland, TX 79336. (Monday- Thursday, 9:00 am- 4:00 pm).