

Commercial Sales Professional

Who Are We?

SunPower by EmPower Solar is an award-winning solar engineering and installation company serving residential and commercial markets in New York. Since 2003, we have installed over 1,500 residential, commercial, and non-profit solar power systems in the tri-state area.

We are one of the top national dealers of SunPower solar panels, rated by total installation volume and customer satisfaction surveys. SunPower Corp (NASDAQ: SPWR) manufactures the most powerful solar panels in the world, and has over 450 dealers in the United States. We are proud to be one of only 23 “Master” dealers in the country, and one of four in New York State, that has rights to use the SunPower name.

Our mission is to deliver high-performance solar and battery systems that yield significant savings while providing an amazing customer experience.

Who Are You?

Commercial Sales Professionals are responsible for serving as the primary point of contact for EmPower’s prospective and existing customer base. New prospective customers are received and qualified by EmPower’s Customer Experience team, and a consultation/sales appointment will be scheduled with you, the Commercial Sales Professional, and key decision-makers at the customer’s organization. Commercial Sales Professionals are responsible for quickly developing meaningful relationships with new prospective customers and walking them through the entire sales process, from basic education to execution of key agreements and documents.

Your Specific Responsibilities:

- Quickly develop relationships with new prospective customers
- Generate preliminary and final proposals, and other pertinent presentation documents
- Meet with business owners and decision-makers to deliver presentations and present proposals
- Discover, understand, and execute on optimal financing and system design solutions for customers
- Tightly manage customer expectations and sales cycle procedures for a multitude of customers at once
- Self-generate new sales opportunities and cultivate referral opportunities from new and existing clients
- Participate in networking groups and events to cultivate new business
- Develop a deep industry knowledge, with a particular emphasis on the technical aspects of solar power and equipment, financing, legislative and regulatory policy, and market forces/influences
- Demonstrate a commitment to the EmPower team, working with other Sales Professionals and team members to achieve common goals
- Represent EmPower’s vision, mission, and culture with pride and purpose

Your Personal Qualities and Characteristics:

- Highly responsible and professional
- Extremely well-organized; able to tightly manage a multitude of relationships at once
- Self-starting; highly proactive; eager and willing to try new things to promote personal success; fighter
- Exceptional interpersonal and networking skills; able to communicate and deal well with new people; make new friends quickly; build relationships in person and over the phone with people of all ages, genders, races, religions, backgrounds, etc.

- Familiar and comfortable with financial concepts, including tax credits, loan and lease financing, and depreciation; an understanding of basic accounting principles preferred
- A strong affinity for and familiarity with new technology
- A high respect for process and procedure; able to step outside of your comfort zone to embrace new processes
- Highly proficient in Google and Microsoft suite of products (Gmail, Google Calendar, Word, Excel, PowerPoint)

Key Performance Outcomes:

- Achieve \$2.5mm in commercial sales revenue, or approximately 1 Megawatt of deployed solar
- Develop and maintain a relationship with a clientele base/sphere of influence
- Demonstrate industry-specific sales best practices, including:
 - Performing introductory calls to all new opportunities
 - Regularly asking for/cultivating referrals from new and existing clients
- Deliver an amazing customer experience for all prospective customers, illustrated by strong net promoter scores and other customer reviews

Qualifications:

- 5+ years of sales experience, or demonstrated strong performance in a sales position; direct industry experience preferred
- A driver's license with a clean driving record
- A familiarity with Salesforce or other CRM, preferred
- 2+ professional references
- A basic knowledge of electricity, solar, renewable energy, sustainable development, or related field preferred

Hours, Compensation & Benefits:

This is a full-time position, approximately 45-50 hours/week expected. The compensation for this position is comprised of a base salary plus a commission structure. Regular performance bonuses and sales contest prizes will also be given to strong performers. This is a performance-based position, and motivated, hardworking, successful employees will be compensated generously. Additional benefits include 4% match 401 k program. Health, dental, and vision.

How to Apply:

Applicants Should:

1. Email a resume and cover letter to opportunity@empower-solar.com with the subject "Commercial Sales Professional"
2. Include something fun/interesting/unusual/intriguing about yourself in your cover letter.
3. In your cover letter, give us your best directions from New York Penn Station to the Statue of Liberty.