



TECHNICAL SALES ENGINEER

RESPONSIBILITIES

Prospect, cultivate and engage residential and commercial customers in identifying viable cost-effective solar energy solutions. Work closely with customers throughout the sales/design/implementation/post-implementation cycle. Design solar solutions to optimize Client's outcome. Coordinate concurrent construction teams, procurement, warehouse/supply, and other company representative activities to ensure smooth project implementations. Represent company's well-earned professional reputation and exhibit professional and ethical behavior at all times.

- Follow up on newly assigned leads as soon as possible (ideally within 24 hours)
- Find, cultivate and generate new leads
- Engage potential customers in conversations in order to help identify their goals, and educate them about solar solutions, benefits, and opportunities
- Design systems with customer's well-being in mind, appropriately sized and aesthetically pleasing
- Thoroughly complete site surveys, including photographs for each project
- Maintain/input project information to central locations for team-wide access
- Review proposals with sales manager prior to presentations
- Provide presentations to potential clients; present information in a sincere, professional, respectful, "not canned" manner
- Follow up with potential customers regularly, persistently and professionally, without pestering
- Maintain contact and status of projects with sales manager, including all important sales-related emails
- Maintain and update Customer Relationship Management (CRM) system regularly
- Maintain and update Google calendar with all Pure Power related activity
- For each closed sale:
 - * Conduct a thorough project hand-off to permitting, procurement, & construction
 - * Conduct a project orientation with crew leads and client
 - * Keep in regular contact with client throughout construction process
 - * Conduct a thorough orientation and express professional thanks with each client after project completion
- Pursue professional development opportunities and keep on top of new developments in the Renewable Energy Industry in order to maintain leading edge skills, and to continue personal growth and contributions to the PPS team
- Know and adhere to policies and procedures outlined in company Employee Handbook
- Believe in and represent/share company values and philosophy
- And, hey, enjoy yourself – you're saving the planet and earning a buck!



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REQUIREMENTS

You understand electricity, how solar panels, inverters and related equipment work.

You are thorough and organized.

You love numbers and analyzing data.

You have a solid grasp of the NEC and/or California electrical codes.

You have fundamental experience with CAD and/or Sketchup or similar software tools, or are a quick study and can learn it in a hurry.

You are analytical.

You are great with people.

You are trustworthy. You have the breadth of knowledge to be a trusted advisor to potential and ongoing customers.

You have strong communications skills; you are great on the phone.

You enjoy hopping on roofs, taking measurements, helping with problem resolution and lending co-workers a hand.

You seek out knowledge and training. You know a lot, but you know that there is always a lot more to learn.

You want to learn and grow with an ethical enterprise that cares about its customers and employees.

Somewhere along the way you fell in love with solar technology.

NICE TO HAVE

Some engineering education or equivalent work experience

Prior experience in prospecting and/or generating sales leads

WE WILL GIVE YOU

- The tools, equipment resources, and direction you need to thrive at your job
- A healthy number of Leads and Opportunities
- Access to relevant information and education
- Excellent follow up from your team-mates
- Exposure to a full breadth of solar installations
- The opportunity to kick more solar ass than you thought possible

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