



3026 Owen Dr. Ste 104 Nashville, TN
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Job Description – Solar Project Consultant

Come work in the exciting industry of Solar! Competitive compensation includes base salary plus commission. Benefits include company-paid medical insurance, paid time off, paid holidays, opportunities for professional development, 401(k) retirement plan with company match and more!

We are currently looking for a talented Solar Project Consultant to work on residential solar + storage projects in the Tennessee Valley. From the initial contact with client through site assessment, proposal, contract and project handoff to the Operations department, you play a crucial role in the process.

The ideal candidate possesses a high degree of professional maturity and is proactive in identifying and pursuing new sales opportunities while providing expert guidance and solutions to meet client needs.

Employees are our biggest assets, and we believe their commitment and job satisfaction are key to the success of our business. You will join a very enthusiastic and dynamic team!

PRIMARY RESPONSIBILITIES

- Ethically build credibility as a trusted solar consultant
- Generate revenue through the sale of turnkey solar solutions, consistently meeting and exceeding set sales goals
- Effectively present solutions to clients that meet their goals
- Educate clients on the features and costs of solar + storage products, the benefits of choosing Lightwave and our sales and installation process
- Determine suitability of sites via satellite imagery, and verify those assumptions via site survey with provided training and tools, including drone photography and advanced solar design tools
- Proficiently perform all required sales activities including sales qualifying, account management, site evaluations, proposals, presentations, relationship building and managing use of resources

MINIMUM REQUIREMENTS/EDUCATION:

- Bachelor's degree
- 2 years of solar sales experience and a proven track record of closing residential and commercial sales

- Ability to work as a team player and handle a high volume of leads
- Excellent communication and interpersonal skills
- Proficient with computer software programs such as Microsoft Windows 10, Microsoft Office, and CRM, and willing to learn new programs
- Excellent oral and written communication skills and outstanding telephone and follow-up skills
- Highly organized and structured in managing leads and tasks with a high attention to detail.
- Critical thinking skills and ability to solve problems
- Self-motivated; ability to work under pressure with minimal supervision in a rapidly and constantly changing industry
- Ability to review and understand architectural plan sets and discuss electrical terms with electricians, general contractors and clients
- Occasional overnight travel
- Valid driver's license

Preferred:

Technical aptitude

NABCEP Technical Sales Certification