



# CMI Solar Electric, Inc.

Conservation • Moderation • Independence

## ***Business Development - Solar***

### **CMI Solar Electric – Newark, Delaware Openings available in PA, DE, MD and NJ**

We are seeking a self-directed, high energy, relationship-driven sales person to sell residential, commercial and industrial scale solar energy projects. The successful candidate will be able to effectively communicate the technical details of solar power, assess the correct applications for each customer, and close deals.

The ideal candidate is an outside sales professional with experience in selling technical systems. Previous knowledge of solar power is highly desirable. Candidate will be expected to quickly gain a solid understanding of solar power, and the pros and cons of different equipment and approaches, and have the ability to effectively communicate these concepts to customers.

#### **Responsibilities:**

- Generate sales of PV systems to residential and commercial customers
- Follow provided leads, approach, and build relationships with customers and close deals with support from company marketing, site assessment and proposal creation teams
- Researching and analyzing target markets
- Prospecting for and qualify new leads, including cold calling and telemarketing
- Network to build brand recognition, including some after hours events  
Staffing booth at home shows and B2B events, including some weekends
- Effectively manage daily work load to maximize sold jobs
- Assessing market conditions to identify necessary product and service offering modifications

#### **Qualifications:**

- Sales person must be goal oriented, self-motivated individual who is confident, competitive, thorough, detail oriented, organized, and tenacious
- Amiable negotiation skills
- Proven ability to work independently but within a team environment
- Proven ability to sell technical products, both residential and commercial
- Experience working with top executives on strategic board-level initiatives
- Previous experience in renewable energy, and particularly solar, preferred
- Excellent communication and presentation skills, both written and verbal
- Fluency in Microsoft Office products
- Cold calling experience
- Consultative selling experience
- Strong customer service orientation
- Must be available to support evening and weekend sales meetings and events
- Bachelors degree in Engineering, Business, Marketing and Sales or related field preferred
- Minimum of 3 years of B2B and in home sales experience required
- NABCEP Certification, previous solar sales experience a plus

**Compensation:** Competitive commission package

**Please send resume to: Tanya Breck, Director of Sales and Marketing, [tbreck@cmielectric.com](mailto:tbreck@cmielectric.com)**