RESONANT ENERGY

Title COMMERCIAL SOLAR SALES MANAGER

About Us

Resonant Energy is a community-driven solar development company dedicated to expanding access to clean energy to underserved markets. We are the #1 solar provider for nonprofits in the Northeast and serve small and medium sized commercial clients as well with our competitive bidding and custom financing solutions that make clean energy simple, affordable, and accessible.

Find us on the web at www.resonant.energy for more information.

Location

Boston, MA. 60 Clayton Street, Dorchester, MA 02122.

Supervisor

Isaac Baker, President of Development & Co-Founder

Description

The Commercial Solar Sales Manager is an integral part of our Development Team, the face of Resonant Energy, and the primary touch point for nonprofits and business owners as they explore their options for solar. The Partnerships Staff manage our community campaigns and partnerships that generate over 80% of the leads for our company. This represents the top of the funnel where we create warm connections and relationships with building owners. It is the responsibility of the Commercial Solar Sales Manager to follow up on these leads and to work with decision makers over 3-6 months to ultimately make the decision to move forward with solar.

Sales Managers are the foundation of the Development Team. They are outgoing, energetic, and optimistic — and most of all ready to help clients think in a different way about their energy usage and the impact they want to have on the earth. Those who excel in this role are quick learners and able to keep tabs on the fast-changing landscape of solar policy, state incentives, equipment specs, the eccentricities of building architecture, project finance, and more. Most importantly, our Sales Managers need to be able to balance in their daily communication the social and environmental mission behind our work alongside a firm grasp on the economic decisions we are asking our clients to make.

Responsibilities

Client Engagement (80%)

- Support initial project vetting to help identify roof age, electric usage, and initial preferences to inform our proposal generation
- Set and carry out initial sales meetings with clients to secure signed Letters of Intent to move forward

- Coordinate Engineering Visits with the selected contractor
- Attend final client meetings in person to close on projects - including negotiating legal agreements.
- Maintain connection after contract signing to support customer service and ensure that clients have a great experience
- Answer client questions as they come up by phone and email
- Enter comprehensive client data into CRM for analysis and tracking

General Outreach Support (20%):

- Support the planning and execution of periodic outreach events, often on nights and weekends
- Support marketing efforts through designing digital collateral, updating the website, and producing other materials as needed

Requirements

Education: Bachelor's Degree or equivalent preferred

Experience: minimum of 2 years, preferably in solar, a similarly mission-driven industry or commercial sales.

Language: English (native/fluent required)

Computer Skills: Must be proficient in Microsoft Office and Google Drive suites (especially Word and Excel); additional relevant software experience is strongly preferred.

Travel: Must have access to a vehicle. Company will reimburse at standard rates for mileage each month.

Availability: Clients often need to meet during evenings and weekends. Schedule flexibility is key to being successful.

Compensation

Salary Target: $55,000 per year base + commission

EOE Statement

Resonant Energy is an Equal Opportunity / Affirmative Action employer committed to diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status or any other factor protected by applicable federal, state or local laws. Individuals who require reasonable accommodations under the Americans with Disabilities Act in order to participate in the search process should notify our Office of Human Resources.

Apply

Send a brief cover letter and resume to jobs@resonant.energy