

Job Description: Commercial Solar Sales Manager

Cinnamon Energy Systems is a Los Gatos-based solar and battery storage contractor with a heritage of over 10,000 customers since 2001. We pride ourselves on using the latest and best equipment to provide a premium experience to our customers.

As electric rates continue to increase and the grid becomes less reliable, business and homeowners are increasingly installing solar and battery backup systems. Moreover, the trend towards EVs and building electrification is creating additional demand for our services. Local solar and storage is the best solution to energy problems, both economically and environmentally.

Please read carefully before submitting your intent. **Please understand that this is completely a commissioned based work.** If you believe you have what it takes to meet challenging yet rewarding situations in work environment and have the resilience to outlast any bottleneck that requires patience and tolerance but for substantial gains, you're more than welcomed to go ahead and submit your resume.

Cinnamon Solar Energy is seeking a highly motivated Commercial Solar Sales Consultant to join our growing team reporting directly to the CEO. We are seeking individuals that are ready to transition their current solar and or commercial B2B sales abilities to a more lucrative and more rewarding career.

This role presents you the opportunity to sell large scale, commercial solar installations to business owners throughout the Bay Area. Commercial solar installations range from 800k - 2.5M per transaction which means the sales cycle is long, but the financial reward for you is large. The contribution toward building a more green and renewable state is an added reward in this profession as well. We're looking for highly self-motivated, resilient, and experienced solar sales closers / consultants who are willing to go an extra mile with the following traits.

Responsibilities:

- Represent Cinnamon Solar Energy professionally by increasing brand awareness and becoming an expert in our industry
- Ensure a positive and high-quality customer experience through all interactions
- Meet or exceed individual and team sales goals
- Participate in continuous training opportunities to hone your craft and build leadership skills
- All sales positions' daily responsibilities differ based on the nature of the role from qualifying customers to closing contracts.
- Must have experience in the solar industry.
- Ability to put together and present a customer proposal. Good presentation skills and ability to connect and communicate with customers.
- Understanding of commercial solar PV system design and ability to develop solar system proposals including size, layout, production requirements and cost.

- Ability to understand and communicate technical information like solar incentives, regulatory and tax environments, financing and energy cost structure to customers.
- Implement a proven business development process for commercial projects, with a focus on strategic industry segments, geographic markets and marketing channels that will drive revenue (near-term and backlog) and optimize profit.
 - o Sales Activity: Generate 15-20 viable commercial leads per month, and present 3-5 project proposals per month.
 - o Secure at least 1 \$250k commercial solar project within first 180 days. Ongoing, secure \$500k in commercial solar projects quarterly.
- Salesman will be expected to generate their own customers and leads to sell to, including cold calling, networking, site visits, etc.
- Effectively communicate project plans, challenges, and necessary outcomes.
- Work with the design and engineering team to develop comprehensive proposals with accurate project components, cost estimates and pricing.
- Present proposals to customers, and work with customers and sources of financing to select best solution for customer.
- Develop and negotiate prime Engineering, Procurement & Construction (EPC) contracts and close sales.

Minimum Qualifications

- 1 year of active construction experience (preferably in electrical or solar industry)
- 2+ years of project and/or operational management experience for a commercial solar contractor

Skills and Abilities

- Must be an excellent conversationalist. Better, if bi or trilingual.
- Capable of reading electrical site plans and SLDs
- Solar/Electrical Field Experience
- CAD Basics
- MS Excel Basics
- Spanish a plus
- Valid Driver's License
- Self-Starter, Independent problem solver

We look forward to meeting you to discuss the multiple career opportunities at Cinnamon Solar Energy!

Job Type: Full-time

Pay: \$125,000.00 - \$175,000.00 per year

Work Location:

- 75% home-based office (Bay Area based may switch to office in the future)
- 25% domestic travel required. Mostly around Bay Area.