

## **Residential Solar Sales – Outside Sales Consultant**

### **OVERVIEW**

Cinnamon Energy Systems is a Silicon Valley-based residential and commercial solar installation company with a heritage of over 10,000 rooftop customers since 2001. We pride ourselves on using the latest and best rooftop solar equipment and technology to provide the best value to our customers.

We do not use any subcontractors for our projects and have established ourselves as the subject matter expert for residential solar + battery storage in the area.

If you are passionate about new forms of energy and helping the environment, have solar sales experience, and want to work with a company that has an established reputation with ethical business practices, please send an email with your qualifications and resume.

### **RESPONSIBILITIES**

- Run ad-generated appointments to interested customers in Silicon Valley. No door knocking required, all leads are provided to you by the company.
- Close sales of solar power systems to local homeowners in Silicon Valley.
- Perform ethical and accurate discussions with customers in regards to energy usage, prospective energy savings and financial benefits.
- Present to customers using Zoom, and MS suite.
- Maintain quarterly quota assigned by manager.
- Assist with managing customer communications and expectations during the installation process.

### **QUALIFICATIONS**

- 1 year of in-home sales experience, preferably in the solar field
- Demonstrated consultative sales and customer management skills.
- Proficiency with Excel and Word
- Experience with CRM systems, preferably Salesforce
- Excellent written and verbal communications skills, and professional appearance.

- Candidates must have a college degree, their own vehicle with a good driving record, cell phone and laptop computer.

### **COMPENSATION AND BENEFITS**

We offer an attractive compensation and benefits package designed to reward you for your hard work and performance, with total target compensation in the \$60-150k range. Average commission per project ~\$2500.

### **Physical Requirements:**

This position requires very good mobility, including but not limited to, extensive standing, walking, bending, twisting, reaching below and above shoulders, hand manipulation, and finger dexterity. One must possess good vision, hearing, and speaking ability and be able to sit for long period of time in front of a computer.

### **TO APPLY:**

Send e-mail with qualifications and resume to:  
[recruiting@cinnamon.energy](mailto:recruiting@cinnamon.energy)

For more information, please visit us at [www.cinnamon.energy](http://www.cinnamon.energy). Cinnamon Energy Systems is an Equal Opportunity Employer. We hire without consideration to race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status or disability. Cinnamon Energy Systems conducts background checks and drug tests on all final candidates.