

# Solar and Energy Storage Sales Representative

- \$2500 Signing Bonus Included -

## OVERVIEW

Cinnamon Energy Systems is a San Jose-based residential and commercial solar and battery storage 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 battery technology to provide the best value and best experience to our customers.

If you currently reside in Silicon Valley, are passionate about new forms of energy and helping the environment, have sales experience, and want to work with a rapidly growing company that has an established reputation with ethical business practices, we look forward to meeting you.

- You will provide a consultative sales approach to prospects resulting in the design and quote of solar and battery backup solutions for homeowners in Silicon Valley.
- No cold calling, door knocking or lead generation is required. Prospects are generated and qualified by the Company.
- You will evaluate client needs, create and present online proposals to share proposed solutions as well as prospective energy savings and financial benefits, and guide the customer purchase process.

## QUALIFICATIONS

- Candidates must currently reside in Silicon Valley – ***sorry candidates from outside Silicon Valley will not be considered.***
- Effective telephone, presentation and closing skills.
- Demonstrated consultative sales and customer management skills.
- Proficiency with Microsoft Excel.
- Experience with CRM systems, preferably Salesforce.com.
- Excellent written and verbal communications skills, and professional appearance required.
- Candidates must have a college degree, their own vehicle with a good driving record, mobile phone and laptop computer.
- Candidates that have had the title of *Solar Sales Representative, Solar Sales Manager, Solar Sales or Solar Energy Consultant* are encouraged to apply.

## COMPENSATION AND BENEFITS

This is a full-time role with compensation consisting of both base and commission with unlimited upside. In addition to compensation, we provide paid training and a comprehensive benefits package that includes Medical, Dental, Stock Options and a 401k plan with Company matched contributions. Career path opportunities for top performers.

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.

## TO APPLY

Send resume and cover letter to [gmull@cinnamon.energy](mailto:gmull@cinnamon.energy)