



About Us

- o Energy Concepts, Inc. is an engineering and solar development company located in Hudson, WI. We are one of MN/WI's premier solar companies.
- o Since the inception of our Renewable Energy Division in 2007, our portfolio has grown to include 8+ MW of solar electric and solar thermal projects.
- o We serve residential, commercial, institutional and utility markets within MN/WI.
- o We are a small and personable company located on the outskirts of the Mpls/St. Paul metro area.
- o We have an established business model having completed approximately 250 projects encompassing residential, commercial and utility. We take a consultative sales approach to educate customers on the financial parameters, equipment selections and installation practices of installing and owning a solar system. We help to determine a best fit solution to suit the individualistic needs of each client and their site.

About the Opportunity

- o Energy Concepts seeks a qualified individual to assume responsibility of our residential solar sales efforts. While the primary accountability is to residential sales, the position is open to larger project development as well. Additional responsibility and ultimately an opportunity to assume a managerial role of the Sales Division are available.
- o The position is full time with the caveat that the prospective employee has the ability to work a flexible work schedule in order to make customer calls on evenings and weekends as required. Performance is more important in the company culture than clock punching.
- o Solar specific site assessment and technical training for solar designs will be provided as needed.
- o Mac iphone/imac/ipad platform products to be provided.
- o Competitive compensation package including base pay with performance incentives, a qualified 401k savings plan and holiday/vacation/sick pay. A company car can be provided to an employee with a clean driving record. We recognize the value of travel and adventure and are open to time off beyond paid vacation.

About You

You are:

- o A self-motivated achiever. You are resilient and driven to exceed expectations. You look for opportunities, not excuses. You must be a self-starter with an enthusiastic, energetic and self-confident personality.
- o An independent team player. You value contributing to a winning team culture and yet are both capable and trustworthy of working independently. You are coachable and follow procedures but also offer feedback, creative solutions for improvement and further development and refinement of existing company procedures.
- o Well organized, timely and systematic.
- o Professionally fashionable and appropriately hygienic.
- o Mathematically proficient.
- o Able to respond to and manage a broad range of simultaneous disparate activities and unexpected considerations from day to day.
- o Able to manage many highly detailed parameters and tasks at once with an overall acumen towards technical and construction related matters.
- o Able to meet deadlines under pressure.
- o A person who values personal and professional integrity.

Responsibilities

Solar Consultant will:

- o Be responsible for building a customer pipeline, negotiating solar contracts and maintaining good customer relationships throughout the project process.
- o Further develop and be responsible for existing Customer Resource Management utilization and procedures; i.e. managing and tracking of leads, opportunities, pipeline, sales reports, etc.
- o Further develop existing sales materials; proposals and presentations.
- o Develop strategies for lead generation as well as follow up on company generated opportunity strategies already in place.
- o Generate project proposals and quotes for customers. Proposals require assessing a customer's current and projected electrical usage, site specific metrics, appropriate system sizing, available incentive analysis, financial ROI, etc.
- o Be responsible for weekly social media and website updates – including blog postings
- o Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, participating in professional societies.
- o Participate in trade shows and develop a presentation booth.
- o Participate in community education events.
- o Perform site assessments that often require the ability to climb onto roofs, access attics, etc. in order to determine and verify specific dimensions and installation strategies to properly assess construction estimates.
- o Position will ultimately require management of an entire project beyond the sales cycle to include oversight of; permitting, interconnection, equipment procurement, sub-contractor coordination to final commissioning and customer training.

Requirements

Applicant shall:

- o Have a 4 yr. college BA or BS degree with preference given to sales/marketing/business or related majors.
- o Possess excellent verbal and written communication skills. Microsoft Word, Excel and Adobe skills are a must.
- o Be proficient with today's digital life including connectivity, multiple device/platform syncing, etc. Apple/Mac platform experience a plus.
- o Prior experience in a lead generation, quota-driven sales environment with CRM experience.
- o Pass a pre-employment background check.
- o Have a clean DMV driving record with a valid driver's license, reliable transportation and required insurance.
- o Solar specific and/or construction related employment experience a bonus.
- o Be punctual for appointments and meetings.

Energy Concepts Inc. is an equal opportunity employer and makes employment decisions on the basis of merit and business need. We hire without consideration to race, color, religion, citizenship, political activity or affiliation, marital status, age, national origin, ancestry, disability, veteran status, sexual orientation, gender identity, gender expression, sex or gender, or any other basis protected by applicable federal, state or local laws.

Please send cover letter and resume or CV to:
info@energyconcepts.us