



## **Job Posting: Solar Sales Representative**

### **About StraightUp Solar:**

StraightUp Solar is a St Louis-founded and owned, fully insured turnkey solar installer. We have installed 800 solar projects throughout Missouri and Illinois and have offices in Overland, MO, Swansea, IL, and Bloomington, IL. We are a fully-licensed and insured electrical contractor, a BBB A+ business, and Missouri's longest-running and largest solar installer.

### **StraightUp Solar Culture:**

StraightUp Solar is a values-based company committed to a cleaner, safer, and more secure energy future -- one solar panel at a time. We provide a supportive team environment which allows everyone the opportunity to collaborate on ideas to improve the company. We are an Equal Opportunity Employer and a Certified B-Corps.

StraightUp Solar has 6 core values (CLEARE) that guide the company and team members.

### **CLEARE Values**

- Community First
- Lead the Solar Tribe
- Educate the Solar Lesson
- Advocate Always
- Respect Each Other and the Environment
- Excellence In All We Do

### **Position: Solar Sales Representative**

StraightUp Solar is seeking a solar sales representative to generate sales of residential and commercial solar electric systems. A primary responsibility will be performing sales onsites and appointments at homes and businesses from pre-qualified leads. In addition, the sales representative will also have the responsibility of generating leads with the assistance of StraightUp Solar's Business Development Department. The position is based out of the Overland, MO headquarters and the representative's sales territory includes in Southwest Illinois and eastern Missouri.

### **Tasks and Responsibilities:**

- Sales of residential and commercial solar electric systems
- Finalizing and signing contracts at clients' homes with an emphasis on being a successful first-meeting closer when appropriate
- Utilizing online tools and conducting preliminary site evaluations to develop an initial system design.

- Analysis of customer's current and projected electrical usage and financial return on investment
- Presenting on the benefits of solar at educational seminars
- Attending outreach events to discuss solar with potential leads

## **Qualifications**

- At least 2-3 years in sales, *required*
- Background in solar, other clean technologies, roofing, or construction, *preferred*
- Ability to calculate key financial metrics
- Consistently achieve sales quota
- Competency of the use of Gmail, Word, Excel, and a CRM
- Strong interpersonal skills and the ability to deliver a high level of customer service
- Must be able to work weekends on occasion
- Must be very organized, self-motivated, and able to meet aggressive timelines
- Develop and maintain a strong referral network of satisfied customers that refer friends and family to StraightUp Solar

## **Compensation:**

- Competitive compensation package
- Medical insurance
- Matching 401(k)
- Paid vacation and sick days
- Paid holidays and bereavement
- Ongoing solar education and training classes

## **How to apply:**

Please send resume and cover letter to [Jobs@straightupsolar.com](mailto:Jobs@straightupsolar.com) with subject line "Solar Sales Representative."

*StraightUp Solar Mission: To empower communities through lasting partnerships that provide Missouri & Illinois' premier solar integrations and customer service at a competitive price.*