

**Job Title:** Energy Efficiency Consultant  
**Reports To:** Regional Sales Manager  
**Location:** San Antonio, Texas

### **BASIC FUNCTION**

This position is responsible for selling all Solar Energy, and other energy efficiency products.

### **RESPONSIBILITIES**

- Outside sales, sales prospecting, cold calling, and face to face consulting with clients to assist in reducing their carbon footprint and lower energy bills. A portion of your leads are produced from marketing campaigns and the customer relations team.
- EEC will become familiar with the home's envelope and different ways to make the home more efficient via conducting home energy audits. No territory restrictions and no income restrictions on commissions.
- EEC will have corporate office support for marketing materials, PV proposals, full access to customer database via salesforce.com and ongoing training programs.
- Developing and maintaining good customer relations and estimating and preparing technical proposals.
- Self direct his or her management of time and territory.
- Meet expectations for reporting sales activity in SalesForce.com.
- Make formal and informal product and service presentations to customers.

### **QUALIFICATIONS**

This position requires:

- Bachelor's Degree
- Some previous sales experience a plus.
- Requires organization, travel and discipline to generate sales calls.
- Highly developed communications skills,
- EEC must become product experts in insulation, HVAC Solar Energy, and other energy efficiency products in order to sell and convert leads to customers.
- 5 years HVAC sales to residential and / or commercial customers
- First hand knowledge of building codes and utility rebate programs in SA and surrounding areas
- Physically fit and able to get into attics, climb ladders .....

Previous construction experience a plus.

### **COMPUTER SKILLS**

Requirements include proficiency with Microsoft Office Suite applications (Word, Excel & PowerPoint), Internet and e-mail access.