

Job Summary

Location

Houston, TX 77010

Industries

Energy and Utilities

Job Type

Employee

Full Time

Relevant Work Experience

2+ to 5 Years

Education Level

Bachelor's Degree

Career Level

Experienced (Non-Manager)

Energy Efficiency Consultant

About the Job

Job Title: Energy Efficiency Consultant

Reports To: Regional Sales Manager

Location: District Office as Assigned

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.
- Previous construction experience a plus.

COMPUTER SKILLS

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