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**Job Title:** Field Energy Consultant

**Salary Range:** Draw + Commission (depending on experience)

**Reports to:** Sr. Sales Manager

**Benefits Class:** open

**Vacation/Sick Time:** 10 Vacation Days, 5 Sick days (prorated first year)

**Classification:** Draw + Commission

**Inquiries:** Please submit inquiries and resumes to [Christopher.a.leap@ampf.com](mailto:Christopher.a.leap@ampf.com)

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YES! Solar Solutions, Inc. is a wholly owned subsidiary of Solar Power, Inc. which is a leading manufacturer, supplier and installer of photovoltaic solar power solutions that deliver reliable and efficient alternative means of electricity. SPI provides its own unique brand of turnkey solar power solutions to residential, commercial and public sector customers across the U.S. Part of our success is due to the people we recruit and we are always looking for innovative, customer-focused leaders.

**DESCRIPTION:**

- Create a customer-focused environment; develop rapport with clients.
- Provide optimal customer service and technical knowledge of solar power and how it relates to the customers needs.
- Achieve assigned sales revenue, margin and expense targets.
- Effectively manage the entire sales cycle process.
- Establish and maintain close tracking and time management skills.
- Present educational seminars and coordinate advertising measures with marketing, inclusive of community events.
- Assist in maintaining visual and housekeeping standards.
- Support all operational standards.
- Maintain open communication and work in collaboration with team members.
- Communicate new sales ideas and general contribution to sales team.

**JOB REQUIREMENTS:**

- A minimum of 1-2 years experience in professional, technical sales environment.
- Experience in the field of solar power sales is strongly desired, but not required.

- Proven face to face, business to business sales and customer development skills.
- Proven communication and interpersonal skills.
- Ability to adjust and work through change while handling a high volume, high stress position.
- Ability to work a flexible schedule including evenings and weekends, as dictated by the needs of the business.
- Strong commitment to service.
- Relevant education and aptitude for electrical, mechanical, and instrumental systems.
- Technical computer and presentation skills.