



An Equal Opportunity Employer

POSITION INFORMATION

Location: Escondido, CA 92029

Status: Full Time, Employee

Job Category: Solar Sales Consultant

Work Experience: 5 years

Career Level: Professional

WORKING FOR BAKER

Baker Electric Solar is excited to be at the forefront of the future of Baker Electric, Inc. We will continue to utilize and build upon our experience and resources to create opportunities in the photovoltaic industry and bring renewable energy to residents and businesses of our southern California community. We are proud to be the continuing legacy of a company with a proud history in your community.

Baker Electric Solar offers a professional work environment and a rich benefits package.

HOW TO APPLY

Please send a resume with cover letter to hrdept@baker-electric.com if you are qualified and interested in this opportunity. Please reference job number# B-1103 in re: line. We thank all applicants; however only those invited for an interview will be contacted.

SOLAR SALES CONSULTANT (B-1103)

Escondido, CA 92029

LOCATION

Escondido, CA

Baker Electric Solar is the premier Solar Company in San Diego County seeking to grow aggressively and provide alternative energy systems to families and businesses that are passionate about contributing to a more secure and sustainable world. We understand the commitment it takes to make a difference. As a fourth generation, family-owned business, we've been engineering and installing electrical systems in homes, schools and businesses for more than 70 years. Baker Electric Solar has an unparalleled understanding of the electrical needs and usage of today's homes and businesses. When our customers choose us to implement their solar solutions, they have confidence that the team designing and installing their custom system will exceed expectations in every aspect of the project. So, if you are passionate and want to be a part of something amazing, apply to learn more.

JOB RESPONSIBILITIES

- **Closing deals!**
- A passion and ability to effectively educate the public about solar electricity
- This position requires weekend sales activities on a regular basis
- Cold calling, community events and networking to generate leads
- Executing existing marketing programs
- Offering customers solutions to their energy goals, providing value to the customer
- Preparing initial design of system
- Preparing accurate proposals for customers
- Maintaining Customer Relations Management system (CRM) daily and accurately
- Work with team to provide efficient and thorough transition from sale to installation

EXPERIENCE/SKILLS REQUIRED

High School diploma, college degree preferred. Proven sales experience, minimum of 2 years outside sales experience in the photovoltaic solar industry – NO EXCEPTIONS CONSIDERED. Five (5) years experience with direct consumer/in-home sales a requirement. Proven track record with exceeding sales goals/quota noted. Ability to work in a dynamic, high-energy environment, meet goals and deadlines consistently. Prioritize and multi-tasking abilities are critical, along with an ability to provide routine reporting and follow-through. Proficiency with Microsoft Office suite (Excel must be at least intermediate level), strong oral and written communication skills are a must. A Valid CA Drivers License and appropriate vehicle insurance is required – both will be validated.