



SOLAR PV SALES & DESIGN

JOB POSTING

About Ecotech:

We're a values-driven business designing and installing solar-electric systems for homes and businesses in northwest Washington. Since our founding in 2004 as the first solar contractor in Whatcom County, we've completed over 1,000 solar projects, become an industry leader in the state and built lasting connections that have earned us a reputation for integrity. We're very good at what we do and have fun doing it. We care deeply about people – our customers, employees, and community. Our technical expertise is second to none and we strive for excellence in all things – design, installation and customer service.

Job Description:

This position requires a unique combination of technical & communication skills to guide customers and help them find the right solar solution for their home or business and to design that system. You will be responsible for meeting with prospective clients in their homes and businesses, educating them on the basics of solar and the applicable incentives, getting on roofs to measure and conduct shade analysis, completing the PV system design, developing the proposal, and closing the sale.

Responsibilities:

- Conducting site evaluations for prospective clients (including getting on the roof to take physical measurements)
- Educating prospective clients on solar basics and applicable incentives
- Analyzing customers' current and projected electrical usage
- Designing solar electric systems and calculating expected electrical production
- Pricing solar electric systems and creating proposals
- Explaining the design and financial return to clients
- Closing agreements and setting up contracts



- Communicating with project manager regarding system design and installation
- Representing Ecotech via public presentations, tradeshow and other events

We're Looking for Someone Who Is:

- Relational, technical, and able to sell.
- Appreciative of our company culture and what we're about.
- A great team player in a collaborative rather than competitive sales team environment.
- Will be a positive contributor to our team and business.
- Teachable and eager to learn.
- Excited about solar energy and is committed to becoming an expert in solar design and sales.
- Able to demonstrate successful sales, outreach, education or advocacy experience.
- Outgoing and has a genuine interest in people.
- Able to quickly build rapport and earn trust with new people.
- Excellent with verbal and written communication.
- Committed to exceptional customer service.
- Good with numbers/mathematically competent (financial calculations, trigonometry, algebra).
- Able to spatially visualize projects.
- Excellent with problem solving and critical thinking.
- Comfortable with heights and able to climb on roofs to take measurements.
- Highly organized & able to multitask and set priorities.
- Is self-motivated and can work autonomously.
- Proficient with computers and the following applications: Gmail, Word, Excel.

We're ultimately more interested in who you are than what you know. Integrity, personality and intelligence are paramount.

If you have the following experience, please let us know:

(These are not required, just a bonus if you are the right fit for our team)



- NABCEP Technical Sales certification
- Solar design or installation experience or education
- Understanding of electricity and electrical systems
- General construction understanding (methods, plans)
- Proficiency with Google Sketchup or other 3D modeling

What we offer you:

- Full-time position based in Bellingham, WA
- Education, training and mentorship
- Competitive salary commensurate with experience - no commission structure
- Generous 401(k) match
- Health, vision, and dental insurance
- Paid holidays and vacations
- Solar design course fees covered
- Cell phone stipend
- Work vehicle provided
- A positive, collaborative work environment
- A career in a growing field doing work you can feel good about

To apply:

Please send resume and cover letter to careers@ecotechsolar.com (no phone calls or drop-ins, please). Tell us why you're interested in this role, why you'd be good at it and why you'd be a great addition to our team. Application is open until filled (we're not going to fill this role with just anyone - we're willing to wait for the right fit).