



DESIGN & SALES CONSULTANT

Since 2002, PV Squared has provided custom solar energy solutions to businesses, nonprofits and homeowners in the Pioneer Valley and surrounding regions. We are driven by a commitment to building a healthier environment, strengthening the communities we serve, and practicing workplace democracy. We see our people as our most valued asset and we believe our greatest impact can only be achieved collectively.

The Design & Sales Consultant is responsible for managing residential project leads, establishing trusting relationships with clients, listening to client needs, evaluating sites for feasibility, preparing proposals and preliminary system design and executing contracts. This position requires a high level of independence and self-direction as well as the ability to work within a dynamic and fast-paced team setting.

Responsibilities and Qualifications:

- Demonstrated track record of successful sales experience in solar or related fields.
- Technical Knowledge of solar photovoltaic and battery storage system design and pricing, including familiarity with Massachusetts Building Code and the National Electric Code.
- Experience preparing estimates, financial contracts, proposals and ROI calculations.
- Understanding of financial concepts, including tax credits, financing, and depreciation.
- Ability to conduct site feasibility assessments and comfortable setting up and climbing ladders, working at height and in attic spaces.
- Proactive communicator both with external stakeholders and internal team members who are able to balance and integrate multiple perspectives.
- Exceptionally organized and able to balance a highly dynamic project load
- Highly proficient in Google and Microsoft suite. Familiarity with Salesforce or comparable CRM software and capable of learning new software as needed.

What We Offer:

- Salary range of \$60,000 - \$80,000
- A collaborative, cooperative and democratic work environment
- Competitive wage compensation and a generous benefits package, including:
 - Employer-paid health, dental, and vision insurance
 - Paid time off (starting at 3 weeks), plus holidays
 - 401(k) with employer contribution
 - Health savings accounts
 - Company cell phone and other reimbursements
 - Short and long term disability, and life insurance
- Path to shared worker-ownership of the business and profit sharing
- Participation in group decision making and cooperative governance
- Professional development and technical training stipends

We are looking for people who are passionate about making a positive impact and being part of a cooperative environment. As a worker-owned cooperative, we take pride in our work and we respect the investments our clients are making. We've built our reputation on strong word of mouth, quality craftsmanship, and outstanding client care. We are an anti-oppression organization committed to anti-racism and ongoing learning, reflection, and showing up for the communities in which we live and work. The collective sum of our individual differences contributes to the work we proudly produce and the collaborative approach we take.

This is a full-time position based in Greenfield, MA. PV Squared is an Equal Opportunity Employer and holds MA Elec. Lic. 3877 A1. PV Squared is committed to fostering a diverse, equitable, and inclusive company culture. Compensation based on experience and qualifications. To apply, please email your cover letter and resume with "Sales Consultant" in the subject line to careers@pvsquared.coop. We look forward to hearing from you!