



## **SALES SPECIALIST**

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 Sales Specialist 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. PV Squared believes that you do not necessarily need a solar background to be successful in this position. The successful candidate will have onboarding support to learn the specific technical skills required for this position.

### Responsibilities:

- Serves as the primary point of contact and technical resource for clients during the sales phase of a project.
- Engages with clients through a variety of communication platforms (e.g. via phone, via email, in person and in virtual meetings, etc.)
- Ability to conduct site feasibility assessments and comfortable setting up and climbing ladders, working at height and in attic spaces.
- Prepares PV System designs, budget estimates, and proposals including exhibits and contracts.
- Uses digital systems (e.g. Google and Microsoft Suites, Salesforce, Scoop, etc.) to manage multiple tasks and projects simultaneously.
- Strong capacity for building relationships, problem solving, and an ability to engage and educate prospective solar clients.
- Willingness to continually engage in learning and development on solar technology, regulations, policy and solar market dynamics.
- Proactive communication with external stakeholders and internal team members who are able to balance and integrate multiple perspectives.
- Brings a positive, collaborative, and solutions-oriented attitude to work.

### Qualifications:

- Exceptionally organized and able to balance a highly dynamic project load.
- Understanding of financial concepts, including tax credits and financing.
- Demonstrated ability to effectively use data management software and technical systems.
- Willingness to be agile in navigating the solar sales industry with attention to technical skills, policy changes, etc.
- Preference for track record of successful sales experience in solar, construction, or related fields.

- Preference for technical knowledge of solar photovoltaic design, battery storage systems and building energy science.
- Must hold a valid Drivers License and have reliable transportation.

What We Offer:

- Salary range of \$61,000 - \$75,000
- As a worker-owned cooperative we offer an employee-friendly benefits package, including, but not limited to:
  - o Employer-paid health, dental, and vision insurance
  - o Paid time off plus 12 holidays
  - o Retirement Savings Plan
  - o Health savings accounts
  - o Company cell phone, mileage reimbursement, and other reimbursements
  - o Short and long term disability, and life insurance
- A collaborative, cooperative and democratic work environment
- 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 Specialist" in the subject line to [careers@pvsquared.coop](mailto:careers@pvsquared.coop). We look forward to hearing from you!