

Commercial and Utility Solar Sales

Located in New Bedford, Massachusetts, Beaumont Solar Co is a fast growing, industry leading solar engineering, procurement and construction (EPC) company. Our business model is geared towards actively pursuing additional solar markets throughout New England as we proceed to take our company to the next level. Currently, we are in need of additional highly ambitious, driven and determined sales professionals to enhance our sales efforts in the Central Massachusetts Milford / Worcester areas and Southeastern Massachusetts / Fall River areas.

If you have a proven track record as a top sales performer and a passion for renewable energy and its benefits to consumers, this may be the position you've been looking for.

Top Reasons to Work for Beaumont Solar

- High growth, exciting company in a fast-paced industry
- Professional, growth-focused staff
- Environment that offers a challenge

Position Requirements

- Excellent negotiation skills, interpersonal skills and ability to drive decisions.
- Previous commercial real estate experience, or ideally previous outside Business to Business solar sales experience to Commercial and Industrial Clients
- Sales experience involving high valued contracts.
- Confident ability to deal with high-level decision makers.
- Knowledge of the renewable energy industry or construction industry is helpful, but a strong sales background with solid references will be given serious consideration.
- Self-motivated, ability to prospect and close on sales.
- Accountable for meeting and exceeding goals.
- Customer focused throughout sale and project construction cycle.

Position Overview

- Pro-actively self-identify and pursue potential commercial and utility scale solar energy sites for turnkey systems through either direct purchase, power purchase agreements (PPA) or off-taker agreements.
- Pursue company-provided leads generated from multiple sources.
- Generate additional customers through networking and referral relationships.
- Identify further growth opportunities and relationships for the company.
- Maintain knowledge of the fast-paced solar industry in terms of financial incentives, competitive structure and product offerings.
- Attend weekly company sales forecast meetings.
- Work with Beaumont Solar engineering, project management and operations teams to ensure effective customer communications and satisfaction.

Pay will be commensurate with performance on the job. At quota pay range is \$120K with a company whose sales team collaborates on the latest in industry developments to stay ahead of the competition. That's why we are named as the 2nd most successful installer in Massachusetts! Your success is our success.