



Position: Solar Development Representative

Location: Norwich, VT

Are you inspired to make a difference in an ever-more-challenged world? Are you intrigued by innovative ways to replace fossil fuel consumption and carbon emissions with renewable energy? Do you want to join of an energized team of hard-working, smart and fun people committed to rapidly expand the adoption of solar? Solaflect Energy is in an exciting period of rapid growth and may well be where you belong.

Founded over a decade ago, Solaflect designs, manufactures and sells the unique and innovative PV Tracker that follows the sun all day and delivers 40% more electricity per solar panel than rooftop/fixed panel solar. We've become an established brand in the Upper Valley, and now serve Vermont, New Hampshire, and Northern Massachusetts. We're committed to hiring exceptional, self-motivated team members and providing them with all the tools they need to be successful ambassadors for solar energy and Solaflect.

We are growing our sales team here in the Upper Valley and are seeking a full time Solar Development Representative (SDR) to drive new customer lead generation. The SDR will work closely with our Solar Advisors to whom they introduce interested prospective customers, leading to customer site visits and eventual solar Tracker sales.

What you'll be doing:

- Identify and qualify new prospects
- Conduct outreach via email and phone
- Participate in information events, receptions, industry conferences
- Respond to inbound requests for information
- Communicate Solaflect's value proposition to customers based on an understanding of their current and future needs
- Assist Solar Advisors in winning new customers
- Arrange site visits for prospective customers
- Provide regular opportunity pipeline updates using Salesforce

What we'll want you to have:

- Excellent verbal and written communication, and listening skills
- High level of organization, planning and execution
- Self-motivation and ability to work with minimal supervision
- Plenty of positive energy and a history of contributing to healthy team environments

Solaflect Energy ♦ www.solaflect.com ♦ (802) 649-3700 ♦ info@solaflect.com

- Proficiency with MS Word/Excel/PPT and Salesforce (or quick study)
- College degree, and an interest in renewable energy and sustainability
- Connection in the local community a plus

To apply, please send a cover letter and resume to info@solaflect.com. In your cover letter, let us know what sales experience you've had and/or success educating and persuading people about something new and different.