



**Position:** Solar Ambassador

**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 innovative Solar PV Tracker that follows the sun all day and delivers 40% more solar energy per panel than fixed/rooftop solar. We've honed our experience and 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 excited to find a full or part-time Solar Ambassador. Our Ambassadors are each supported by Solar Development Representatives (SDR) who drive new customer lead generation, meaning our Ambassadors are responsible for customer relationships from qualified lead to close, allowing them to focus on what they do best. The Solar Ambassador is an inside sales position for candidates who believe deeply in the critical need for renewable energy and like the challenge of selling a new product into the market. Intended as a full time role, in certain circumstances a part time role may be possible.

What you'll be doing:

- Conduct on-site visits with prospects introduced by SDR
- Communicate Solaflect's value proposition to customers based on an understanding of their current and future needs
- Assess solar Tracker installation feasibility given each homeowner's space/place
- Customize and deliver sales proposals and contracts
- Conduct ongoing prospect outreach via email and phone
- Manage prospective customer through to close
- Provide regular sales process updates in the Salesforce platform

What we'll want you to have:

- Excellent verbal and written communication, and listening skills

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- Comfort presenting and speaking to small groups
- High level of organization, planning and execution
- Self-motivation, ability to work with minimal supervision, and occasional flexibility for evening or weekend events
- Plenty of positive energy and a history of contributing to healthy team environments
- Proficiency with MS Word/Excel/Powerpoint and Salesforce (or quick study)
- Prior sales experience and understanding of sales methodologies a plus
- College degree, and an interest in renewable energy and sustainability
- Connection in the community a plus

To apply, please send a cover letter and resume to [info@solaflect.com](mailto:info@solaflect.com). In your cover letter, describe what sales experience you've had and/or success educating and persuading people about something new and different.