

HES SOLAR JOB DESCRIPTION
POSITION: Residential Solar Advisor
Revised: 08/06/2020

TITLE: Residential Solar Advisor (Sales)

HOURS: varies

REPORTS TO: VP of Residential Sales Division

SALARY RANGE: \$100 to \$150K based on experience

BENEFITS:

- Medical, Dental, and Vision
- Life and AD&D Insurance
- Employee Assistance Program
- Travel Reimbursement
- Paid Time Off and Paid Holidays
- Bonus Program
- Company computer and uniform provided
- Work from home and in the field
- Pre-set appointments! We generate your leads
- Uncapped commission and BONUS commissions for leads and referrals you generate

ROLE AND RESPONSIBILITIES:

- 1) Represent the HES Brand and the top tier level of quality and craftsmanship we offer our clients
- 2) Become an expert in the solar industry so that you can educate customers and save them money with solar power
- 3) Conduct 5 or more home sales appointments (either virtual or in-person) each week, present quotes and close deals
- 4) Perform site evaluations and accurately develop projects and proposals based on customer needs
- 5) Generate new business by referral, professional relationships with home improvement companies, networking, and social media
- 6) Utilize Salesforce CRM software to maintain customer relationships

- **HES Solar is an Equal Opportunity Employer.**
- **HES Solar is a drug free employer in accordance with all applicable State and Federal laws.**
- **All job offers are contingent upon a successful pre-employment background check and drug screening.**