

JOB OPENING

Solar Energy Consultant

January 15th 2025

TruNorth Solar is growing, and we are looking for hard working, passionate and experienced **Solar Energy Consultants** to join our Team. TruNorth Solar offers a fun and exciting culture of Mission driven team members who want to make a meaningful difference in our future energy recipe. We are a passionate, hardworking team that supports each other in creating lifelong learning and growth through career-oriented opportunities. If you or someone you know can embody our TruNorth values of character, substance and integrity, please contact us at **612-888-9599** or email your resume to **Info@TruNorthSolar.com**.

Title of the Position:
Solar/Storage Energy Consultant

Reports to:
Sales Manager

Department:
Business Development Team

Start Date:
Immediately

Overall Responsibilities:

- Build rapport with potential customers and guide them through the solar buying process.
- Prepare and present detailed proposals for solar and solar + storage systems using our CRM design tools.
- Clearly explain the benefits of solar energy, including financial and environmental advantages.
- Close sales and manage customer relationships throughout the project lifecycle.
- Contribute to team goals and participate in sales meetings and training sessions.
- Represent TruNorth Solar at industry events and community gatherings.

Qualifications and Requirements:

- The highest degree of 'Character, Substance and Integrity'.
- Skilled listener, communicator and proven advocate for past customers.
- Ability to work unsupervised.
 - We give our sales consultants a lot of flexibility, but in return we expect them to be productive accordingly in order to meet their income and lifestyle needs (which align with the company as well).
- Ability to multitask and work on multiple leads at a time.
- Experience selling directly to homeowners and/or businesses. Solar Sales Experience is a bonus, but is not required.
- Experienced in Microsoft Office, Gmail, Excel, and all-around intermediate computer skills.

Compensation and Benefits:

- Regular Salary + Commission weekly pay schedule (competitive, based on experience)
- Health, Dental, Vision and 401k Benefits available.
- Flexible Work and Uncapped PTO

To apply or express interest please send cover letter and resume to: info@trunorthsolar.com