



SunEnergy Power Corporation

Sustainable Social Entrepreneurship™

Independent Sales Consultants – Commercial Solar Electric Systems

SunEnergy Power Corporation (SEPC) has immediate openings for proactive, full-time sales professionals to help drive our growth in Oregon. With financial and tax incentives for commercial photovoltaics (PV) at their highest levels ever, now is the time to deliver cost-effective solar solutions and value to your commercial clients.

Serious about Solar? SEPC presently needs seasoned, results-driven sales professionals in the following areas: Medford, Eugene/Springfield, Salem/Corvallis/Albany, Portland, the Columbia River Gorge, and Bend. If you have proven outside B2B sales experience, and know that you have the ability to effectively and succinctly communicate SEPC's value proposition and product benefits, this may be that unique opportunity you knew would come along.

Responsibilities:

- Sales of turnkey commercial solar electric systems in Oregon
- Prospecting for and qualifying self-generated leads
- Pursue company-provided leads generated from multiple sources
- Perform analysis of customer electricity usage and conduct site evaluations
- Work with engineering, project management and operations colleagues in SEPC to ensure effective customer communication and deliver 100% customer satisfaction
- Utilize SalesForce.com CRM software to track customer relationships and deliverables

Minimum Qualifications:

- 3 years experience in the sale of high-ticket (> \$150,000) capital goods and equipment
- Trained and qualified in a major sales methodology (e.g. Miller Heiman, etc.)
- Verifiable sales track record and references
- Aptitude for technical sales
- Comfort and experience dealing with CxO-level decision makers
- Ability to work independently in the field; self-motivated
- Proven cold calling abilities and strong time-management skills
- Professional verbal and written communication skills
- Great customer service skills
- Proficiency in Microsoft Word, Outlook and PowerPoint
- Strong work ethic

Desired Additional Qualifications:

- 4-year college degree in business, marketing or engineering
- Documented track record as top sales performer (e.g. President's Club, 110% of annual quota, top 10% of sales team for 2007, etc.)
- Experience with commercial solar electric system sales

If you are passionate about providing solar electric solutions, SEPC will educate you with respect to commercial solar electric system basics and insights, explain the various financial incentives which are available to your clients, and provide you with ongoing marketing support. Your SEPC colleagues will design and install these commercial PV systems; you sell them!

Compensation and Application:

- Outstanding commissions with no upper limit
- High earnings potential for strong sales performance
- Cash draws against commissions on future sales (after your first sale)
- Potential to become an SEPC employee with benefits package upon achieving first-year sales quota
- Internal growth path within SEPC
- Principals only, no recruiters
- No phone calls please
- Send cover letter and resume to careers@SunEnergyPower.com

SunEnergy Power Corporation (www.SunEnergyPower.com) develops distributed commercial-scale solar electric power projects in the U.S. to directly fund and implement humanitarian renewable energy projects in remote, rural regions of the world.