



# Namasté Solar

## — Electric —

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[www.namastesolar.com](http://www.namastesolar.com)

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Namaste \nah-mah-stay\ (Sanskrit) Greeting of great respect, celebrating the interdependence of all living things

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### **Residential Sales & Solar PV Consultant Position:**

#### **ABOUT US:**

Namaste Solar is a values-based employee-owned company. We are interested in hiring well-rounded team members who are committed to sustainability and are passionate about solar energy. If you're interested in joining the Namaste Solar team, we strongly recommend that you review our website thoroughly in order to learn more about us.

#### **DESCRIPTION:**

We are seeking a dynamic self-starter to join our sales and solar PV design team. This position is more of a technical position than it is a traditional sales position. Therefore we are seeking a person with the unique combination of technical & communication skills. This person will guide customers and help them find the right "solar fit" for their home. The ideal candidate is an individual who is:

- Interested in a long-term career in the solar industry.
- Well-rounded and capable of assuming multiple types of responsibilities. We are looking for people who can take on diverse tasks ranging from hands-on installation to customer service and project management.
- Values-oriented: Namaste Solar is dedicated to the betterment of our planet through progressive environmental and social change. Our work is motivated through a desire to better the world in which we live. We are looking for team members whose professional values are in alignment with ours.
- Positive and team-oriented. We are employee owned and operated. Ability to work well with others is of paramount importance.
- Comfortable on ladders and roofs.
- An excellent communicator and self motivated.

#### **RESPONSIBILITIES**

- Sales of residential solar electric systems.
- Conducting site evaluations for potential customers and designing solar PV systems.
- Analysis of customers' current and projected electrical usage, and financial return on investment.
- Pricing systems and creating quotes.
- Prospecting for and qualifying leads.
- Closing agreements and signing contracts.
- Communicating with project manager regarding system design.
- Logging all communications with customers in contact database.
- Public speaking and presentations.

#### **DESIRED SKILLS**

- Experience with grid-tied solar electric installation, design, or sales.
- Outstanding communication and customer service skills and experience.
- Must be highly organized & have ability to multi-task and set priorities.
- Strong algebra, trigonometry & spatial visualization skills.
- Experience performing financial calculations (ROI, IRR, NPV, etc...) very helpful.
- General construction understanding, i.e., ability to read, understand, and edit electrical and structural plans - reading/interpreting blueprints, & field layouts.



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- General understanding of electricity and electrical systems.
- Proficient with computers and the following applications: Microsoft Office Outlook, Word and Excel.

### EDUCATION

- Engineering degree a definite plus.
- Completion of SEI Solar PV courses a definite plus.
- NABCEP or COSEIA Certification a definite plus.

If this sounds like you, please send a resume and cover letter that answers the following questions:

- What are your long-term career interests? Are you truly interested in pursuing a career in the solar PV industry above all else? We are looking for individuals to join us for the long term.
- What kind of day-to-day activities do you want to be doing? Both at the beginning as you get up to speed, and 1-2+ years from now?
- What kind of job roles do you enjoy?
- How would you describe yourself and your values? We are an employee-owned, values-based company and this is very important to us. If you haven't done so already, please check out the "About Us" page on our website for some more information on this subject.
- What are your compensation goals, both at the beginning and over time? Our starting salary is mid-\$30k, plus a generous health insurance plan, profit sharing, and 6 weeks Paid Time Off each year (PTO is prorated 1<sup>st</sup> year by start date). The 2<sup>nd</sup> year salary is mid-\$40k in addition to the above mentioned benefits.
- Lastly, include some questions that you'd like us to answer.

Please attach resume and cover letter and send to: [jobs@namastesolar.com](mailto:jobs@namastesolar.com).  
We look forward to learning more about you.

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