



Since 2004, **SolSMART Energy Solutions Inc.** ([www.solSMART.com](http://www.solSMART.com)) has been operating as a leading solar integrator and contractor in the Greater Toronto Area. SolSMART's goal is to spread Solar PV & Solar Thermal energy systems to rooftops across the GTA.

**Job Description:**

Title: Sales Representative

Location: Toronto

Web: [www.solSMART.com](http://www.solSMART.com)

Email: [hr@solSMART.com](mailto:hr@solSMART.com)

Deadline: January 25<sup>th</sup>

SolSMART is looking for an experienced sales representative with an engineering/technical background to round out the team. The successful candidate will be the prime outbound residential sales representative.

**Qualifications:**

- Minimum two years experience in Business-to-Consumer or Business-to-Business sales.
- Experience selling a technology product to sophisticated, high income individuals.
- Excellent communication skills, including verbal, written, presentation and negotiation.
- Excellent computer skills.
- University or College degree (Business or Engineering).
- Valid Motor Vehicle License
- Solar related experience a major plus.
- Willingness to work flexible hours (including some evenings and weekends) as required by potential customers.

**Responsibilities:**

- To sell Solar PV and Solar Thermal systems to homeowners in the GTA area. Sales responsibilities include calling prospects identified through marketing campaigns or through the website, scheduling and attending customer home visits with a technical partner to make the sale, and following up on sales visits.
- To prepare estimates for solar systems including energy projections, financial projections in a professional and timely fashion.
- Provide ongoing feedback and input to marketing to improve overall sales strategy that incorporates web, phone, and in-person components.
- SolSMART Energy is an exciting, fast-paced company growing in a dynamic and exciting market, with many responsibilities being shared, so candidates must be prepared to go above and beyond the job description

**Application Process:**

Please send applications to [hr@solSMART.com](mailto:hr@solSMART.com) by January 25<sup>th</sup>.

Eligible candidates will be contacted by SolSMART. Please do not call.

**SolSMART Energy Solutions Inc.**

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Email: [hr@solSMART.com](mailto:hr@solSMART.com) Web: [www.solSMART.com](http://www.solSMART.com)