



## Sales Associate Description

The Solar Sales Associate is responsible for building a customer pipeline and managing accounts to contribute to the profit margin of the company. Affordable Solar is a team-focused business. Sales associates are salaried rather than commission-based. All employees share in the success of the company. Sales associates work with one another and collaborate with the engineers to provide the best solutions for customers.

## Our Mission:

We operate profitably in the clean energy economy by providing impeccable design, sales & customer service.

## Vision:

Power through knowledge.

## About the Organization:

Affordable Solar is based in Albuquerque, New Mexico. We design and distribute renewable energy systems for residential, commercial and industrial use domestically and internationally. For three years in a row, Affordable Solar has won the Best Places to Work in New Mexico award and their CEO, David Hughes, won the Top Performing CEO award.

## Areas of Responsibility Include:

- \* Pipeline Development
- \* Account Management
- \* Sales Results
- \* Team Work

## Ideal Candidate:

- \* Bachelors degree preferred or five years experience
- \* NABCEP Certificate of Knowledge or Installation
- \* Previous sales experience
- \* Telephone experience such as call center experience
- \* Solar experience preferred
- \* Team player
- \* Accountable
- \* Positive attitude
- \* Calm presence

## Classification:

Full time, salaried, exempt Salary: to be determined based on education and experience.

To apply, please submit a cover letter and resume to [sales@affordable-solar.com](mailto:sales@affordable-solar.com)