



Residential Sales & Design Specialist Job Description

Position Overview:

Catamount Solar, a full service renewable energy design and installation company based in Randolph VT, seeks a Residential Sales & Design Specialist to join our sales team. This position, while based in Randolph, will travel throughout Vermont to meet with homeowners, discuss their solar and battery options, deliver timely proposals, and follow-up to close these sales. One to two years' experience in residential solar sales is preferred. Sales experience with a proven successful track record is required.

Responsibilities:

- Use an education based approach to sales and marketing with potential customers
- Possess strong communication and presentation skills
- Build long term relationships with clients to enable repeat business
- Have a good understanding of solar electric systems plus state & national laws / incentives (training available)
- Responsible for all aspects of the sales process including lead generation, site evaluations, assistance with financing, development of cash flow analyses, managing customers' objections and concerns and providing contracts.
- Maintain sales process and communication through front office
- Prospect for potential leads to add to sales pipeline
- Staff company booth at consumer expos, home shows etc.

Necessary Skills & Qualifications:

- Self-driven and proactive approach
- Excellent communication skills and a team player
- Strong commitment to the need for increasing renewable energy usage
- Personable, enthusiastic and flexible individual
- Proven track record of closing sales
- Must enjoy working in a fast paced and exciting environment
- Flexibility to work evenings and some weekends

**About Catamount Solar:**

Catamount Solar is a Worker-Owned Cooperative in Randolph, Vermont. We provide full service solar design and installation and battery backup to residential, commercial, and off-grid clients. Catamount Solar is an equal opportunity employer dedicated to creating an inclusive culture where employees from diverse backgrounds can thrive and support our mission.

Additional Job Details:

Schedule: Flexible daytime hours, including early mornings and late afternoons

Location: Based in Randolph, VT with travel throughout the state

Pay: Competitive base salary plus commission based

Benefits:

- Health and dental insurance
- Paid time off
- 401(K) company contribution
- Employee discount
- Professional development assistance
- Company profit sharing