



Director, Residential Solar Sales

Certasun is the #1-rated residential solar company in Illinois. We have an outstanding reputation for our consultative sales experience, ethics, workmanship, and equipment.

We are seeking a sales professional to manage our growing sales team.

Candidates should reside in the Chicago area. Working from home is possible, but candidates should expect to work from our headquarters in Buffalo Grove at least one day per week.

Responsibilities

- Hire and manage our sales professionals, who sell residential solar to homeowners in Illinois and Wisconsin.
- Motivate team to meet monthly sales targets and provide assistance to them in doing so.
- Develop and lead sales training, ensuring the team is as effective as possible and acts in accordance with our brand values.
- Be a point of escalation for potential customers having special concerns.
- Maintain a database of competitors and competitive information. Develop competitive playbooks.

Desired Qualifications

- Previous experience in residential solar sales management
- Enthusiastic about solar and renewable energy
- Authorized to work in the United States for any employer

Candidates with additional sales and/or marketing experience may be considered for higher-level positions.

Pay & Benefits

- Cash compensation commensurate with experience.
- Full benefits package including medical insurance, 401(k) with company matching, etc.

To Apply

Send a cover letter and resume to hr@certasun.com with subject "Sales Director".