



## Solar Associate

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

We are hiring Solar (Sales) Associates to help homeowners start their solar journey. As an Associate, you'll start explaining solar to potential customers, collect information about their homes, and schedule sales consultations for our Solar Consultants.

Outstanding Solar Associates should expect to be promoted to Solar Consultant in approximately 9-12 months. Solar Consultants lead our sales to homeowners and have annual target earnings of \$100,000.

Certasun is seeking candidates who reside in the Chicagoland area, within commuting distance to Buffalo Grove. Candidates should be willing to work in our headquarters in Buffalo Grove at least once per week.

### Responsibilities

- Evaluate and qualify inbound leads for solar suitability.
- Field inbound calls and emails from potential leads, and proactively reach out to potential leads via phone calls, emails, and SMS.
- Schedule qualified leads for a solar consultation with a Certasun Solar Consultant.
- Maintain detailed and accurate records in Salesforce.
- Complete training on sales and solar.

### Required Qualifications

- Outstanding written and verbal communications skills
- Ability to explain complex topics simply, accurately, and persuasively
- Comfort with quantitative topics
- Ability to work from home with minimal background noise during frequent phone calls
- Ability to travel throughout the Chicago area; valid driver's license
- Authorized to work in the United States for any employer

### Desired Qualifications

- Strong interest in graduating quickly to full time outside sales consultant role
- Enthusiastic about solar and renewable energy
- Basic experience with Salesforce or similar CRM software



## Pay & Benefits

- Target compensation of \$50,000.
- Full benefits package including medical insurance, 401(k) with company matching, etc.

## To Apply

- Send cover letter and resume to [hr@certasun.com](mailto:hr@certasun.com) with subject "Solar Associate"