



Solar Sales Consultant

Better Together Solar
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About Better Together Solar

Better Together Solar is the go-to company for tailor-made solar installations, and we are a fully licensed electrical contractor. Operating predominantly in NE Ohio, we have fine-tuned our approach to the specific demands of this region, for both commercial and residential sites. It starts with a personal consultation. We sit with clients to explore their objectives, whether they are aiming for energy independence, sustainability, or financial returns—perhaps all three. From there, our proprietary engineering process transforms those initial ideas into a precise system design optimized to generate the most clean energy possible for your specific site. But we don't just set it and forget it. Our commitment extends beyond the installation phase. We monitor systems to ensure peak performance over the long haul. Many of our satisfied customers have discovered that a solar PV system isn't just an ethical choice; it's a smart financial decision as well. As this kind of awareness grows, we've seen our clientele expand. Businesses of all types—commercial, industrial, schools, hospitals, etc.—are now investing in energy solutions that not only reduce consumption but also pave the way for energy independence.

Job Summary

As a Solar Sales Consultant at Better Together Solar, you'll be the driving force behind our sales effort, working with each prospect through to a successful completion. This role is perfect for individuals who bring a positive outlook and energetic hustle, along with a genuine curiosity about sustainable solutions. You'll be fostering relationships every day. Your role will focus on business development and account management that drives sustained, repeat revenue growth for Better Together Solar. Building and maintaining customer satisfaction is key to your long-term success. If you're up for the challenge of working in a sector that's not just profitable but also purposeful, this might just be the role of a lifetime.

Job Details

- Represent BT Solar at neighborhood and sustainable community events.
- Generate and qualify sales leads through prospecting and referrals.
- Create proposals using best in class technology that is appropriate for a given site.
- Conduct detailed site assessments so that design and construction teams are prepared when they arrive on site.
- Continually communicate with customers so that they have appropriate expectations for when and how their solar project will be built and what it will do for them once it is energized.
- Maintain your technical training to keep a current understanding of the industry as it develops and changes.
- Meet and exceed sales revenue goals by identifying and closing business with new and previous clients.
- Celebrate your successes.

Basic Requirements

- Know your math, how to estimate construction costs and understand design steps.
- Understand basic building structure and electrical systems.
- Know a bit about green building designs and more about solar technology.
- Be able to use math and storytelling to explain why a project is a good financial move.
- Embrace climbing ladders and working up high.
- Good with computers, especially MS Office similar project apps.
- Have a valid driver's license.
- Willing to get required safety training (OSHA 10).

The best candidate will...

- Have NABCEP Certification (Either Technical Sales or Installation)
- Possess experience in the construction industry.
- Demonstrate motivation to help protect our environment and natural resources through solar

Compensation and Terms

- Position is full-time.
- Based in our Cleveland, OH office.
- Stable pay plus unlimited sales commission based on experience, training, and performance.
- Benefits include health insurance, PTO, and a flexible work environment.