



Title: Sales Executive

Reports to: Director of Business Development

Location: Boulder / Denver area or Carbondale, Colorado

Description: The Clean Energy Collective (CEC) is seeking highly motivated candidates with sales experience and strong communication skills to be an integral part of the sales team for this growing renewable energy company. The Sales Executive increases outreach, develops leads, engages prospective customers, and finalizes customer transactions for the CEC's community solar programs in Colorado and across the nation. While developing an intimate knowledge of the product and its position in the marketplace, the Sales Executive also works with a team of Sales Associates and completes the sales process as a closer for their actively engaged prospective customers.

Full time position: Monday through Friday. Occasional evenings and weekends.

Key responsibilities:

1. Develop comprehensive knowledge of product and customer agreements.
2. Generate new customer opportunities and conclude transactions by guiding prospective customers through entire sales process.
3. Collaborate with CEC Sales Associates team, closing their actively engaged prospective customers by explaining final customer agreements and detailed facets of product.
4. Coordinate direct targeting of customer base while working with marketing executives to broaden awareness and general understanding of community solar within the target market.
5. Participate in sales, education, and promotional events with heavy phone use.
6. Assist in the development and implementation of strategies for market penetration.
7. Participate in ongoing training and product education.

Qualifications: experience and strong knowledge of the most up to date electronic commerce and e-marketing methods included social media. Experience with guerilla or non-conventional marketing methods is a plus. Strong verbal and writing skills (copyright), published copy is a plus. Computer skills must include: Microsoft Office and Adobe Photoshop. Must be a self-started with a strong work ethic and the willingness to explore and implement new marketing solutions.

Compensation: \$40,000 - \$55,000 salary, commensurate with experience.

The Company

The Clean Energy Collective is leading the nation with the first community-owned solar farms, opening solar ownership to a market 7x larger than traditional solar with nothing on the customer's home or business and credits directly on their bill through the CEC's proprietary RemoteMeter system. The CEC is growing quickly and is poised to be the dominant player in this new realm: the future of solar. As such, the CEC is looking for key individuals that are passionate about exponentially expanding the clean



energy market and being part of the CEC's future success. For more information on the CEC, visit www.cleanenergycollective.com.

Contact

Please send resumes to jobs@cleanenergycollective.com. No phone calls please.