



## DISTRICT SOLAR SALES TEAM MANAGER

ROSEVILLE & FRESNO, CA

When you join [Cascade Power](#) - you'll have an opportunity to be on the front lines of booming industry that is gaining momentum rapidly. Our vision is to shed light on the path to natural, renewable energy, educating homeowners about solar energy and our planet's potential to thrive by harnessing the power of the sun.

[Cascade Power](#) carries solutions from their partners SunRun, Sunnova, Freedom, Infinity, and Vivint. We have many flexible financing options, including leases, loans, and PPAs - with no money out of pocket. All of our solutions come backed with a comprehensive support package and guarantee.

We offer a comprehensive sales training program, that will expand on your current expertise. The [Cascade Power](#) comprehensive training program is focused on the renewable energy industry, solar energy household energy efficiency, as well as the many solar solutions we carry and how they can be best utilized in each specific household. We also cover [Cascade Power](#)'s Best Practices - our technology tools & processes.

[Cascade Power](#) is rapidly expanding and is seeking dynamic sales management pros that have a genuine interest in renewable, natural energy industry, and a knack for managing quickly growing sales teams. The District Solar Sales Team Manager will be responsible for managing their district team, providing input into the sales piece of our finalizing expansion strategy as well as the implementation of the district sales strategy.

### What It's All About – The Job

- **Manage and direct the performance of your district team**
- **Manage and communicate key performance targeted goals in effort to meet targeted overall district performance**
- **Train, coach, mentor and encourage new Field Team members**
- **Host bi-weekly 1:1's with your district team providing advice and direction with issues**
- **Oversee the district performance process implementations**
- Review team calendars for accuracy and density

- Work with operations teams to ensure appointments are being attended in the manner they should be, and the appointments are being fully optimized
- Ensure your District Field Team members effectively utilize Cascade Power's technology tools & processes

## What You Will Gain - The Compensation

- **Solid base salary + a significant percentage of the District sales**
- **District Field Team Manager At-target Compensation: \$190,000+**
- **Performance bonus programs**
- **Tremendous opportunity to move up in your career and with this quickly expanding company**
- Comprehensive sales training program, that will expand on your current expertise, and benefit your career
- Due to the commission piece of this role, there is no ceiling on earning potential

## What You Need – The Qualifications

- **Minimum 2-5 years of management-level sales experience with a strong working knowledge of the Residential Solar Market and sales “best practices”.**
- **Experience as a performing sales representative at a residential solar company, hitting and exceeding quotas consistently**
- **Previously developed and executed tactical sales plans.**
- **Proven leadership ability to train, develop, and empower outside sales employees to achieve objectives with a strong “team” focus and approach**
- Ability to work with the management team on building expansion strategies for sales
- An entrepreneurial mindset and strong passion about professional progression
- Stellar communication and public speaking skills (verbal and written)

Come check us out [www.cascadepower.com](http://www.cascadepower.com)

