



FIELD SALES - SOLAR ADVISOR

FRESNO & ROSEVILLE, 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 optimal path to natural, renewable energy, while educating communities 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 Forever, 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.

The first step on your journey with [Cascade Power](#) is a comprehensive training program 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.

Advisors share important information with homeowners about potential incentives and rebates, expected reduction in utility costs, as well as thoroughly conveying the process, how this partnership works, what to expect & the timing. A critical aspect of this role is on-going management of the relationship with the customer after the initial sale is completed. Part of this communication is diligently logging it our CRM (by the Advisor).

If you find the lucrative field sales opportunities in renewable, natural solar energy industry exciting; and you have a natural aptitude for field sales - you could be an excellent fit with the [Cascade Power](#) team!

What It's All About – The Job

- **Speak one-on-one with homeowners about their energy usage and assist in finding the right solution**
- **Preparation prior to scheduled meetings with potential solar clients**
- **Prospect and self-generate leads to develop new solar accounts. Continually research the market to discover productive methods of generating leads & share any original methods with your teammates..**
- **Generate new sales as well as maintain existing contacts**
- **Participate in strategizing with sales team members regarding successful sales principles**

- Sufficient time in the in the field; as well as utilizing Company Best Practices to develop, grow, and maintain sales and a strong customer base
- Administrative responsibilities, including proper/timely documentation in the CRM

What You Will Gain - The Compensation

- **Highest commission structure in the industry with generous bonuses; unlimited income potential**
- **At-Target Compensation: \$70,000 +**
- **Top Performing/Over-Target Compensation: \$175,000 +**
- **Because Field Sales Advisors are paid on commission there is no ceiling on earning potential, uncapped commission structure**
- The opportunity to advance your career and be a part of a thriving industry, with an organization that in an aggressive growth expansion
- Exciting career path with the best leaders in the industry to train and guide you
- Company generated leads are available, and will be distributed in the most effective way, per Company Best Practices

What You Need – The Qualifications

- **Genuine interest and excitement about solar power / renewable energy**
- **Stellar communication skills & a knack for sales**
- **Ability to speak to homeowners with confidence and poise**
- Strong sense of ambition, motivation, and self-discipline
- Prior solar sales experience a plus
- Strong organizational skills
- Ability to have a flexible work schedule
- **Local candidates with reliable transportation only**
- **Bilingual is a plus**

Come check us out www.cascadepower.com