

Career Opportunity

Design & Sales Specialist

Integrated Solar Applications Corporation (ISA), a Brattleboro-based rapidly expanding renewable energy company seeks a sales and design specialist to join our team. ISA is looking for an outstanding individual who is passionate about renewable energy. The successful candidate must take pride in the quality of his or her work, have exemplary attention to detail and thrive in a team environment. This is a full-time position with a base salary and commissions determined by experience and qualifications.

The ideal candidate has:

- A demonstrated track record of successful sales experience in solar or another related field
- Exemplary reading, writing, listening, and communication skills
- Experience estimating labor and materials necessary to successfully implement projects
- Experience and comfort using construction science and mathematics
- Strong technical and interpersonal assessment, problem solving and relationship building skills
- Familiarity with the Vermont Building Code & 2011 National Electric Code
- Demonstrated excellence in a customer service oriented role
- Proficiency with Microsoft Word and Excel, Google Earth - satellite and map imagery, Google Sketch-Up and QuickBooks
- Demonstrated ability to learn new knowledge and keep pace in a rapidly changing industry and market
- Ability to communicate complex details in a clear and understandable way
- Ability to manage multiple task streams effectively and efficiently
- Ability to understand multiple perspectives and work cooperatively with others
- Clean driving history and reliable transportation
- Comfortable setting up and climbing ladders and working on roofs and in attic spaces

These characteristics will set you apart from the crowd:

- Bachelor's Degree
- NABCEP PV Installer or PV Technical Sales Certification
- Demonstrated Excellence in Solar Sales

Duties include all tasks associated with the qualification of customers, verification of site, communication with clients and co-workers, project development, proposal generation, and closing sales throughout the Pioneer Valley and surrounding regions. This role also requires communicating sales details to operations after contracting, attending public events, festivals, and conferences, professional development, and other duties as necessary.

Benefits and Salary:

We offer an attractive benefits package following an introductory period:

- Individual and family health and dental care plans
- 401k plan with company contribution matching
- Paid sick, personal and holiday days
- Paid vacation commensurate with tenure
- Profit sharing
- Paid education and training

Please Email resume and cover letter to: info@isasolar.com or mail to Integrated Solar, 121 Spring Tree Rd, Brattleboro, VT 05301. No phone inquiries, please. ISA is an Equal Opportunity Employer.