



Location: GTA, Kingston, Belleville, Mississauga, Windsor, Barrie, London, Ottawa, Kitchener/
Waterloo, Sudbury, Peterborough

Start Date: ASAP

Position Type: Contract

Compensation: Commission

Grasshopper Solar is a 100% Canadian-owned and operated company that has delivered turnkey solar power systems to the residential, commercial, institutional, industrial and agricultural markets.

We are currently seeking a commissioned **Solar Sales Consultant** to join our team.

Position Duties:

- Seek and identify opportunities for solar power system sales in residential, commercial, institutional, industrial, and agricultural markets throughout Ontario.
- To call on assigned territory (phone and in person) to educate them about the features and benefits of our products
- To explain and answer questions pertaining to the Ontario Power Authority's microFIT and FIT program, how a solar power system works, how property owners can benefit financially, and to communicate other relevant information.
- To keep timely and accurate electronic records of all field activity including: filing of assessments, activity reports, territory customer database and call notes.
- To drive business and build strong relationships with new and existing accounts.
- Work independently and with senior management team to develop and execute on strategic plans to win identified opportunities.
- Generate proposals, quotes, and formal RFP responses.
- Ensure interactions with development, finance, design, engineering and project management are seamless and exceed customer's satisfaction.
- Analyze impact of changing regulatory environment and adjust strategy as necessary.
- Ensure reporting and communications is frequent and bi-directional.
- Monitor customer satisfaction on an ongoing basis.

Required Skills:

- 2+ years of relevant sales experience, preferably in solar or building industries.
- Understanding of renewable energy industry, grid-tied solar electric sales/design/installation and incentives *and/or* experience in a related field, including real-estate development.
- Successful track record working in a complex sales environment.
- Ability to spend time in-person with customers and travel within assigned territory.
- Ability to manage multiple projects in parallel and prioritize competing demands.
- Demonstrate a high level of organizational skills, creative thinking and entrepreneurial spirit and perspective to recognize needs and develop solutions for customers.
- Demonstrate independence and self-motivation, and the ability to thrive under pressure.
- Tenacious problem solver that can accurately assess, solve, implement, and communicate outcomes of problems.



- Exceptional verbal and written communication skills, including presentation and negotiation.
- Strong relationship building and networking skills.
- Strong computer skills with proficiency in all MS Office products.

Other Requirements:

- As the position requires regional travel, access to a vehicle and a valid G or G2 license is necessary.

Please forward your resume and cover letter to careers@GrasshopperSolar.com with "Solar Sales Consultant" in the subject heading.

Please also mention the job posting source.

Grasshopper Solar is an equal opportunity employer. We thank you in advance for your interest. Please note that only those selected for an interview will be contacted.