

Job Posting Form



32 Cambridge Street South, Lindsay, ON (705) 878-7092

Job Title	Regional Solar Sales
Company Name	Durham Solar Energy Inc.
Contact Name	Harrison
Address	538 Harmony Rd S Oshawa, ON L1H 6V5
Phone	(289) 600-7353
Email	info@powerwindcanada.com
Date Posted	August 6 th , 2010
Deadline	October 1 st , 2010
Job Type	Full Time Position
Salary	\$1000 to \$3000 per system sales
Company Background/Description	<p>Durham Solar Energy Inc. , a fast growing, 100% Canadian-owned and operated company delivering turnkey solar power systems to the residential, commercial, institutional, industrial and agricultural markets Ontario wide. Our Solar Power System services include free preliminary studies, comprehensive feasibility studies, financial modelling, system design and engineering, system installation and wiring, commissioning, performance optimization, system monitoring, system maintenance and ongoing technical support. For more information, visit the Durham Solar Energy Inc. web site at www.durhamsolarenergyinc.com. We are currently seeking winner and proven part time sales to join our sales team as a Solar Sales Manager. The position requires the ability to build a team at least two team members to achieve sales goals and targets. Previous experience in developing a sales process including CRM management, sales support and implementation of sales tools to increase overall sales productivity and accountability is vital to your success. This hands-on role will allow you to work with your team and clients on renewable energy solutions and green investment opportunities, where compensation is dependent on increasing company revenues through team management and business development.</p>

Requirements

- Exceptional teambuilding, verbal & written communications and leadership skills
- Experience with the development and successful execution of sales and marketing strategies
- Strong relationship building and networking skills
- Entrepreneurial drive and strong work ethic
- Comfortable with the use of computer software, including but not limited to MS Office Suite, MS Outlook and Internet Explorer
- Previous experience in creating and managing budgets and sales forecasts
- Must have a minimum of either a College Diploma or University Degree in Business or a related field

Accountabilities

- Coach and train Solar Sales Associates in creating strategic sales plans, closing deals and managing sales territories
- Participate in joint sales calls with Solar Sales Associates and provide ongoing mentoring and support
- Oversee opportunities for solar power system sales in residential, commercial, institutional, industrial, and agricultural markets across Ontario
- Ongoing development and working knowledge of the EFAN green Series product line, the Ontario Power Authority's microFIT program, and the renewable energy industry
- You will report to the regional GM, Business Development
- You are based in Durham, Peterborough, Kawartha Lakes, County of Prince Edwards, Northumberland
- Compensation is 100% commission based. As the position requires regional travel, access to a car is necessary. (about \$5,000/month after training)

How To Apply

email resume to: info@powerwindcanada.com