

FULL TIME SOLAR ENERGY SALES ASSOCIATE

Company Description:

Meet 2010 with your eyes on the Green Economy. Renewable Energies are an emerging growth market that can no longer be ignored. With growth up 700% from five (5) years ago, you can get in on this red hot industry at the ground level. Renewable's will help save the planet. They are a proven technology and are here to stay.

The Entech Group, Inc. is an energy, environmental and engineering firm with a strong presence in the New Jersey metro area. With over 20 years of experience in these disciplines, we are continuing to expand our solar renewable energy division. As interest for these products continue to swell, we seek experienced sales professionals to assist us in meeting the needs of this high demand market. We are a fully integrated solar electric and environmental firm, partnered with the most respected solar manufacturer in the world. We offer the most powerful solar products available to the NJ, NY, Pa. and surrounding marketplace.

Reports to: Vice President /Business Development Manager/ Sales Manager

Position Summary:

With over 100 leads being generated monthly, we seek result orientated professional sales people to meet with up – scale residential and small commercial customers. Phone work, prospecting new business, lead follow up, presentations and closing contract sales will be required. Detailed remote Customer Relationship Management (CRM) Input work and NJ, NY & Pa. travel is also required.

Full solar electric system financing with attractive return on investment, along with nominal down payment from the customer make this an easy sale. Solar renewable energy is an emerging market, with aggressive incentives from the State and federal government making the upside potential of this opportunity unlimited.

Key Duties:

- Phone & email company provided leads daily.
- Solicit new project opportunities daily. Coordinate & support prospects to project sale;
- Conduct Energy & building evaluations (field & desktop) resulting in daily solar assessments;
- Perform preliminary designs, cost estimates, and pricing of proposed systems;
- Prepare accurate proposals based on assessments & deliver presentations weekly;
- Track and log communications remotely on company database software (ACT!);
- Available to work a variety of hours as needed including some weekends and evenings;
- Closing contracts.

We Provide:

- Fresh daily leads;
- Commercial lead lists;
- Easy sale with short ramp-up;
- Unlimited upside potential in high demand emerging market;
- In house technical support staff for custom presentation materials;
- The most powerful solar products available in the market;
- Sales and product training at our corporate office;
- Monthly Vehicle Allowance;
- Base Salary and Aggressive commission structure.

Requirements:**Qualifications and Experience:**

- Associates / Bachelors degree in Business, Marketing, Financing, Engineering or Environmental Science;
- Minimum Zero (0) to three (3) years - face to face sales experience in the home improvement, financial, real estate, technology and / or professional service industry and;
- Own vehicle and clean driving record

Basic Skill and Ability Requirements:

- Ability to excel in an independent sales environment and successfully communicate with management on assignments;
- Ability to organize and manage tasks and projects with attention to detail.
- Driven, hardworking, dynamic approach with the ability to work independently without direct supervision;
- Confident and conscientious with emphasis on customer care and the desire to make positive company contributions;
- Results oriented, dedicated promoter willing to accept entrepreneurial challenges;
- Proficient with Microsoft Office (Outlook, Word, Excel and PowerPoint), ACT! (CRM software); and
- Strong communication and interpersonal skills with the ability to effectively assimilate technical information into non-technical presentations.

Entech offers a competitive base salary with an aggressive commission, as we seek to further penetrate and expand the NJ marketplace as a premier leader in solar energy systems. Only qualified sales applicants with verifiable sales and marketing pedigree will be considered. Entry level applicants are acceptable.

To Apply:

Please submit your resume via:

- Email: hr@entechgroupinc.com or
- Fax: 973.586.8663

For more information, visit www.entechgroupinc.com