



3026 Owen Dr, Ste 104 • Nashville, TN 37013  
877-748-1260 • [lightwavesolar.com](http://lightwavesolar.com)

## **Job Description - Solar Project Consultant**

LightWave Solar is the trusted source for turnkey solar solutions in Tennessee and nearby states. Established in 2006, LightWave has earned an outstanding reputation for delivering high quality solar projects that exceed client expectations.

We are currently looking for a talented Solar Project Consultant. In this position you would work on residential solar + storage projects in the Tennessee Valley - from the initial contact with client through site assessment, proposal, contract and project handoff to Operations department.

The ideal candidate has a track record of closing contracts and a high degree of maturity, is a team player, can handle a high volume of leads, has excellent communication and interpersonal skills and is willing to learn. Solar experience is preferred but not required.

Employees are our biggest assets, and we believe their commitment and job satisfaction are key to the success of our business. We offer a competitive compensation package with great benefits. You will be part of a very enthusiastic and dynamic team of over 50 people.

### **PRIMARY RESPONSIBILITIES**

- Ethically build credibility as a trusted solar consultant and generate revenue through the sale of turnkey solar solutions
- Educate clients on: features and costs of solar + storage products, benefits of choosing LightWave, our sales and installation process, etc.
- Determine suitability of sites via satellite imagery, and verify those assumptions via site survey with provided training and tools, including drone photography and advanced solar design tools
- Effectively present solutions to clients that meet their goals
- Meet and exceed set sales goals
- Effectively manage time to work effectively with clients as well as with LightWave coworkers across departments
- Proficiently perform all required sales activities including sales qualifying, account management, site evaluations, proposals, presentations, relationship building, managing use of resources, etc.
- Diligently adhere to company standards regarding use of CRM, proposal tools, drone, and vehicles

### **MINIMUM REQUIREMENTS/EDUCATION:**

- Bachelor's degree required.
- Sales experience required.
- 2+ years of solar sales experience is preferred but not required.
- Technical aptitude strongly preferred.
- NABCEP Technical Sales certificate preferred but not required.



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## **KNOWLEDGE AND SKILL REQUIREMENTS**

- Proven track record of closing residential and/or commercial sales.
- Proficient with computer software programs such as Microsoft Windows 10, Microsoft Office, and CRM, and willing to learn how to learn new programs.
- Excellent oral and written communication skills and outstanding telephone and follow-up skills.
- Highly organized and structured in managing leads and tasks with a high attention to detail.
- Critical thinking skills and ability to solve problems.
- Self-motivated; ability to work under pressure with minimal supervision in a rapidly and constantly changing industry.
- Ability to review and understand architectural plan sets and discuss electrical terms with electricians, general contractors and clients.
- Out of town travel sometimes required.
- Valid driver's license.

## **APPLICATION REQUIREMENTS**

- We request all candidates e-mail their resumes. Please send to [dj@lightwavesolar.com](mailto:dj@lightwavesolar.com).
- LightWave Solar, LLC is an Equal Opportunity Employer, offering health, dental, life, and long-term health insurance, as well as paid holidays, paid time off and profit-sharing. Compensation is based on experience and performance.