

Title: Inside Sales Representative

Summary: SolarOne® Solutions, a pioneer in commercial-scale Photovoltaic (Solar) powered solid state lighting systems with strong growth potential, is looking for a highly motivated, computer-literate and organized person with an aptitude for technical understanding and customer communications. This individual will need to work effectively in a dynamic, small company environment.

Responsibilities – Including, but not limited to:

- 1) Field customer inquiries:
 - Provide basic product information
 - Identify qualified buyers or specifiers
 - Create and maintain associated lead records in Salesforce.com
 - Assign leads to lighting representatives using SolarOne guidelines and confirm follow-up
 - Escalate exceptional opportunities to SolarOne management
- 2) Support Independent Representatives
 - Provide quotes
 - ❖ Utilizing an Excel based quotation tool, provide detailed price and performance quotes based on sales opportunities provided by lighting representatives
 - ❖ Ensure that quotations are promptly reviewed and delivered as requested
 - ❖ Update quotation information in Salesforce.com records to assist in accurate forecasting process
 - Gather information from reps to support forecasting
 - Track performance
- 3) Lead follow up and prospecting
 - Assist sales management with lead follow up to access progress and close sales
 - Prospect for new opportunities as work flow permits and as directed
- 4) Participate in Trade Shows and Conferences
- 5) Follow-up on Sales Order acknowledgement and specification as requested
- 6) Pitch in to support overall company needs as required

Requirements:

- Computer-literacy including Excel, Word and Power Point – Salesforce.com is a plus

- Strong telephone communication skills as demonstrated by successful phone/direct sales or customer service experience
- Ability to learn technical lighting and PV (solar) jargon and principals as demonstrated with by other work and life experience
- Attention to Detail
- Demonstrated ability to prioritize tasks and meet deadlines
- College Degree or Equivalent

Preferences:

Experience with lighting, construction, electrical or renewable energy products.
Willingness to travel

Reports to:

Sales and Marketing Director

Basic Terms:

Starting Salary: \$40,000 to \$47,000 range

Health Benefits: Company Covers 75%

Eligible for Company Option Plan

All reasonable travel and office expenses are covered

Contact:

Send your resume, along with a reference to "Inside Sales Representative," to info@solarone.net or fax it to 508-620-7650.