



US-TX-Houston: Sales Manager/Senior Sales

Alternative Power Solutions Corp. (APS), a growing, solar energy design, engineering and installation company, seeks a Business Development Representative for our Houston office. We are seeking a highly articulate, motivated, and well organized person to become part of our outside sales team.

APS's approach to compensating our employees is unique and progressive. We offer a workplace that is casual, upbeat and hard working. We strive for quality workmanship and place a large emphasis on customer satisfaction and education. We often promote from within and are looking for career minded individuals, looking to advance in the growing renewable energy industry. We offer great pay commensurate with experience along with excellent benefits including:

- Base Pay
- Medical Insurance
- Paid Vacation and Sick Days

Qualifications:

- Proficiency with Microsoft Office and Windows applications (PowerPoint, Word, Excel, Adobe Acrobat, Outlook)
- Strong residential or commercial construction experience
- Strong electrical or mechanical systems aptitude
- Strong communication and customer service skills
- Proficient in conducting public sales presentations to customer groups
- Four year college degree preferred (technical or business related)
- Ability to make independent decisions regarding account management
- Take Charge confident attitude with the potential to become a leader.
- Highly organized with a drive for winning and closing!!!

Position Responsibilities will include but not be limited to:

- Learn about the solar industry, current technology and the rebate programs in order to effectively respond to general inquiries from potential customers
- Qualify and Manage incoming new leads that arrive by email/phone
- Conduct cold calls to targeted market segments
- Respond to general inquiries and requests for information
- Set appointments and conduct project site evaluations
- Conduct budgetary project calculations
- Prepare sales proposals and documents – includes generating proposal, contract, financial analysis, and benefits
- Log all customer communications and maintain business contacts in Salesforce.com online CRM system



- Participate in conferences and marketing efforts as required
- Conducting presentations to architects, engineer, and other customer groups
- Initiate and Track the procurement of systems from our suppliers.

LOCAL applicants only please.

Additional Information:

Salary: DOE (Base + Commission)

Position Type: Full Time, Employee

Contact Information:

employment@apowersolutions.com

www.apowersolutions.com