https://www.technomine.biz/job/solar-sales-executive/

Solar Sales Executive

Description

Identifying potential customers, assessing their energy needs, designing customized solar energy systems, presenting proposals with cost-benefit analysis, educating customers on solar technology and incentives, and closing sales to install solar panels on residential or commercial properties, while maintaining strong customer relationships and staying updated on industry trends and regulations.

Key responsibilities of a Solar Sales Representative

- **Lead generation:**
  Actively seek out new potential customers through prospecting, networking, and marketing campaigns.
- **Site assessments:**
  Conduct on-site evaluations to determine the feasibility of solar installation, including roof size, shading, and energy usage analysis.
- **System design:**
  Create customized solar energy system proposals based on customer needs and site conditions, considering factors like panel type, inverter selection, and battery storage.
- **Sales presentations:**
  Deliver detailed presentations to potential customers, explaining the benefits of solar power, cost savings, and available incentives.
- **Pricing and quoting:**
  Calculate accurate system costs, provide detailed quotes, and negotiate contracts with customers.

- **Customer education:**
  Educate customers about solar technology, permitting processes, financing options, and potential return on investment.
- **Relationship building:**
  Establish and maintain strong customer relationships throughout the sales cycle, addressing concerns and providing ongoing support.
- **Compliance and paperwork:**
  Ensure adherence to all necessary regulations, permitting requirements, and sales documentation.

Required skills and qualifications

- **Technical knowledge:**
  Understanding of solar photovoltaic systems, including components, installation processes, and energy production calculations.
- **Sales expertise:**
  Proven track record in sales, with strong closing skills and ability to handle objections.
- **Communication skills:**
  Excellent verbal and written communication to effectively present complex information to customers.
- **Customer service focus:**

Hiring organization
Technomine

Employment Type
Full-time

About Technomine
Technomine is a leading provider of innovative solutions with a strong presence in the Australian Markets. We specialize in delivering exceptional Solar Panels to our clients by offering tailored solutions. We are seeking a dynamic and results-driven Solar Sales Executive to join our team and contribute to our expanding Solar operations.

Job Location
401-403, Shoppers Plaza 4 C. G. Road, 380009, Ahmedabad, Gujarat, India

Working Hours
04:30 AM to 01:30 PM (Early Morning Shift)

Date posted
July 18, 2026

Ability to build rapport, listen to customer needs, and provide exceptional service.
- **Analytical skills:**
  Analyze site data, energy consumption patterns, and financial projections to create tailored proposals.
- **CRM proficiency:**
  Familiarity with customer relationship management (CRM) software to manage leads and sales pipeline.

Lucrative Incentives are provided for the profile What We Offer

- Competitive salary and commission structure.
- Opportunities for career growth and development.
- A dynamic and collaborative work environment.
- Leave Encashment
- Star Performer Bonus

Benefits:

- Food provided
- Leave encashment
- Provident Fund
- **Schedule:**
  - Night shift
  - US shift

Our Website
https://www.technomine.biz/