

Solwel is a newly established solar system distributor headquartered in San Antonio, Texas. We are serving both residential and commercial market nationwide and international. Our mission is to drive down the total cost of solar energy equipment distribution and provide our customers the best value of the products with tier one quality. Solwel currently has the warehouses in CA, OR, NJ and TX.

We are currently looking for inside sales account managers in San Antonio, TX. You will be responsible for supporting new business opportunities and maintaining a great business relationship with the existing accounts. If you are highly organized, self-driven, detail orientated and accountable, please apply for this position today.

Essential Functions

- Support outside sales managers to meet or exceed the sales goals
- Build and maintain relationships with new and existing customers
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and provide the best solutions
- Responsible for sales promotion marketing in social media platforms
- Respond to all customer inquiries and requests in a timely and professional manner
- Record sales activities, customer contact information, opportunity details, and other information regularly into the company's CRM software, and maintain clean and updated records for all leads and customers
- Assist the inventory forecast, and support the operation team for the product shipments
- Coordinate with the accounts receivable department to ensure that all invoices are paid in full in a timely manner

Requirements:

- Associate or bachelor's degree with a few years of experience in solar energy industry
- Knowledgeable with solar PV systems including solar panels, inverters, racking systems, energy storage and other accessories
- Ability to adapt to a rapidly changing priorities, industry, and environment
- Unbelievable follow-up and follow-through to secure sales
- Excellent verbal and written communication and negotiation skills
- Excellent customer service and interpersonal skills
- Work well independently and in team environment
- Are a results-driven problem solver, and continuously strive for improvement
- Prefer to have some experience in warehousing
- Proficiency in CRM and MS software including Outlook, Word, Excel and PowerPoint



SOLWEL CORPORATION

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Email: info@solwel.com

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TO APPLY: Please send resume and cover letter to be considered. employment@solwel.com

SOLWEL Corporation is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, gender identity or expression, religion, national origin, marital status, disability, veteran status, genetic information, or any other protected class. All candidates must pass a background screening prior to a final offer of employment. This position is subject to a 90 day probationary period.