



SOLWEL CORPORATION

Add: 4683 Chabot Drive, Suite 110 Pleasanton, CA 94588

Tel: +1 925-791-9661

Email: info@solwel.com

www.solwel.com

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 outside sales account managers in TX, CA, and other regions. You will be responsible for developing new business and growing existing accounts. If you are highly organized, self-driven, eager, and fully capable of establishing new business relationships, please apply for this position today.

Essential Functions

- Create and implement a sales strategy to meet or exceed sales goals
- Proactively research, identify, and contact potential new customers to secure business
- Build and maintain relationships with new and existing customers
- 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
- Respond to all customer inquiries and requests in a timely and professional manner
- Possess and maintain thorough knowledge of solar industry product information. Educate customers on how to select the products
- Continually gather information on local competition and prevalent industry and business
- Attend and participate in business/trade events
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations
- Work closely with marketing department to help build the brand

Requirements:

- Bachelor's degree with at least five years of experience in solar energy industry
- Very 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
- Are able to handle up to 50% travel and associated arrangements
- Extreme proficiency in CRM and MS software including Outlook, Word, Excel and PowerPoint



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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.