

**Job Title:** Consultant/Sales

**Submit to :** [jgorman@saveenergyco.com](mailto:jgorman@saveenergyco.com)

**Business Name:** Save Energy Co

**Website:** [www.saveenergyco.com](http://www.saveenergyco.com)

**Job Description:**

Save Energy (Petaluma), an established and growing company is seeking an individual who will play a vital role in meeting the day to day operations in our busy office. This is a career opportunity, not just a "job." We are looking for a long-term person – someone who is looking for a place to call “home.”

The "Profile" of the Ideal Candidate:

We are looking for an ambitious individual who will "hit the ground running" and start making money immediately. You must have the confidence to walk homeowners through the process of determining their needs, offer options for them to choose from and close the deal. Follow up and follow through is the key to success in our business. If you sell like a consultant and care about helping the homeowner beautify their homes, contact us ASAP!

By the way, referrals from satisfied homeowners average 40%. We beat the competition on products, value and service. Expect a close rate of about 45%.

Our customers love us! Check out their testimonials [www.saveenergyco.com/testimonials](http://www.saveenergyco.com/testimonials) or on Yelp

**WHY WORK FOR SAVE ENERGY**

- Outstanding name recognition in the community.
- Quality workmanship means satisfied customers – referrals for you!
- Management team committed to your success.
- Integrity based business model.
- Outstanding support team.

**Attributes Needed to be Successful:**

- Customer focused.
- Coachable - trainable.
- Persistent and tenacious.
- Results oriented - goal driven.
- Confident and positive outlook.
- Willing to learn and use a selling process.
- Able to relate to different personality styles.
- Responsible and accountable for their results.
- Works successfully without requiring close supervision.

**Requirements:**

- Minimum 5 years selling experience selling home improvement projects or can train right person.
- Verifiable references.
- Excellent computer skills.
- Must be able to pass a background and drug check.
- Professional appearance and demeanor.
- Late model car or truck with clean DMV. Employment type: Full time

**Compensation:** Expect to earn between 75K – 125K. Benefits include vacation and holiday pay, 401K, health