



**Better Together Solar**  
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## **Director of Sales**

### **About Better Together Solar**

Better Together Solar is a veteran owned small business that creates “turn-key” solar solutions for commercial, residential and nonprofit clients. We understand the site-specific demands of operating solar in NE Ohio and take pride in our professional interaction with clients throughout their installation process. Projects begin with site assessments and interviews where we seek to understand and refine client’s ideas and goals. Better Together Solar uses a proprietary engineering, design and rendering solution to turn these draft ideas into a system design that will maximize the electricity generating potential of any site. By integrating the best available technology and monitoring these systems for years after installation, we ensure that our systems perform at peak output. Our happy clients use solar PV systems to achieve energy independence, sustainable living and social leadership; along the way their systems also generate a steady financial return. We have grown over the years as more businesses (commercial, industrial, schools, hospitals, retail, etc.) realize the importance of investing in projects that will reduce their energy consumption to become more energy independent. This shift in behavior has created a special opportunity for our business and we are currently looking to add a Director of Sales to join our team.

### **Job Summary**

The Director of Sales involves managing Better Together’s sales process by keeping each prospect and active project moving forward. This opportunity is ideal for someone who is positive, energetic, genuinely curious and interested in working in a growing flexible entrepreneurial environment. The Director of Sales should be able to perform business development and account management to grow revenue for Better Together. This includes performing site assessments, effectively communicating with other team members to close the sale, enable a smooth profitable project implementation and build on-going customer satisfaction.

### **Job Details**

- Meet or exceed target sales revenue goals by identifying and closing business with new and previous clients
- Document client and system requirements and communicate them effectively to the Better Together design and installation team
- Monitor client project installations to meet or exceed customer expectations and ensure their satisfaction
- Successfully establish each customer as a positive reference

### **Minimum Qualifications**

- Working knowledge of construction estimating and design process
  - Familiarity with building, electrical and HVAC systems
  - Familiarity with sustainable building design and key technologies
  - Ability to develop and convey business cost justification and return on investment assessments
  - Comfortable with heights and climbing ladders
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- Excellent communication skills and customer follow-up
- High-level computer proficiency, including MS Office Suite & MS Project
- A valid driver's license
- Ability to pursue safety credentials (OSHA 10)

### **The best candidate will...**

- Have NABCEP Certification (Either Technical Sales or Installation)
- Possess experience in the construction industry
- Demonstrate motivation to help protect our environment and natural resources through solar

### **Compensation and Terms**

- Position is full-time
- Based in our Cleveland, OH office
- Salary dependent on experience
- Benefits including healthcare, PTO and a flexible work environment

### **To Apply:**

Please review our website [www.bt.solar](http://www.bt.solar) to learn more about us. To apply, please send your resume and a cover letter to [info@bt.solar](mailto:info@bt.solar).

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