

# SunTap Technologies

SunTap Technologies Inc. – Sustainability Advisor job posting

## **Sustainability Advisor**

### **Permanent**

### **Job description**

Department: Sales

Reports to: President

### **Job objective:**

We are looking to expand our dynamic sales team by hiring a “manager in training”: someone who is willing to learn and take on the eventual responsibility of heading up the sales team. Responsible for all sales activities, from lead generation through close. Develop and implement agreed-upon marketing plan that will meet the business goals of expanding customer base in southwestern Ontario, and achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values.

### **Responsibilities:**

- Responsible for the sales of solar equipment & installations
- Develop, maintain, and execute a sales & marketing business plan that details sales & marketing activities to follow during the fiscal year
- Construct proposals and quotes in response to RFPs/RFQs and tenders
- Conduct and create effective sales presentations
- Determine best sales methods and find sales leads through referrals, telephone canvassing, face-to-face cold calling on business owners, direct mail, e-mail, and networking
- Attend tradeshow as an exhibitor
- Attend site visits and perform some site assessment and information-gathering details
- Maintain a database of qualified leads
- Maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within the assigned territory
- Conduct research to maintain a level of expertise in the solar industry; this may include attending tradeshow, seminars, and conferences
- Provide constructive feedback to upper management, including recommendations of actions to be taken for improvement in the sales department and other areas
- Maintain contact with all clients in the market area to ensure high levels of client satisfaction

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## **Skills and Abilities:**

- Be able to effectively close sales
- Excellent communication skills, written and oral; must be able to construct effective sales proposals
- Make effective sales presentations
- Able to meet deadlines for tenders
- Friendly, positive attitude, and work well with other team members
- Adhere to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team

## **Qualifications:**

- Previous sales experience, preferably in the solar industry or other renewable energies, or in a business with a similar business model
- Proven ability to achieve sales quotas
- Strong understanding of customer and market dynamics and requirements
- Willingness and ability to travel in the region of southwestern Ontario

## **About the Company:**

SunTap Technologies Inc. is an energy integrator of solar products. The company supplies and installs solar equipment for residential & commercial pool heating, residential & commercial hot water heating, residential & commercial electricity generation, and solar lighting solutions. SunTap also installs geothermal heating and cooling systems, air & water purification systems, and charging stations for electric vehicles. Its core focus is London and the surrounding area, although it services southwestern Ontario as a whole.

## **Location:**

London, Ontario

## **Start Date:**

March 31, 2014

## **Salary:**

Sales commission with eventual base salary

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**How to apply:**

Apply via e-mail to *careers@suntaptechnologies.com* with “Sustainability Advisor – SA20140305” as the subject

**Contact:**

Human Resources

**Documents:**

Please send application letter outlining your qualifications and résumé (CV), preferably as PDF. Microsoft Word or OpenOffice formats are acceptable if PDF is unavailable.

**Posted Date:**

March 5, 2014

**Reference:**

SA20140305