



Sales Analyst

Full-Time

New Columbia Solar (NCS) is innovating the way the District of Columbia is powered. We provide and manage high quality, district-based solar energy systems and are looking for exceptional employees to join our growing team!

Description:

NCS is looking for a detail-oriented Sales Analyst to join our team. The Sales Analyst will be responsible for hands-on management of project development and coordination of the design, interconnection, permitting and project investment analysis. This role will introduce prospective customers to NCS and work with them to set up informational appointments. We are looking for a quick learner with a positive attitude, competitive spirit, resilience, integrity and the ability to deliver superb customer service. If you are proactive, entrepreneurial and enthusiastic about sustainable energy, we encourage you to apply!

Job Duties

- Engage with prospective customers, educate them on our products, discuss benefits and answer any question they may have
- Collect Utility/Energy Data
- Analyze key project information such as utility data, facility load profiles, and system operating data
- Complete various administrative tasks to assist the VP of Business Development
- Drive the creation of leads to meet team goals and objectives
- Closely follow industry trends and competitor activities, including regulatory/financial incentives, power pricing, and structured financing transactions
- Assist with the collection of data, information, and assembly of documentation necessary for RFP processes

Minimum Qualifications

- This position requires drive, self-motivation, the desire to help customers, confidence, enthusiasm, initiative, and a high degree of professionalism
- Proficiency in Microsoft Office with basic Excel skills (any additional CRM experience a plus)
- Excellent written and verbal communication skills, as well as the ability to work well with others in a collaborative team environment
- Regular, reliable and predictable attendance
- Competitive and focused on achieving goals
- Self-starter with solid organizational and planning skills
- Open minded and a willingness to learn
- Discipline to maintain high volume work
- 2-4 year degree OR a background some background in sales, as a manager, assistant manager, or team lead, customer service, or any level of management

Preferred Qualifications

- Someone with a genuine interest in expanding their knowledge of the solar industry

To Apply

Email your resume and cover letter to info@newcolumbiasolar.com

Due to a high volume of resumes received, our Human Resources is not able to respond to all who apply.

Please do not call and or email requesting an update