



Business Development Representative

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

Description:

NCS is looking for an experienced and detail-oriented business development professional. Our team is seeking a quick learner with a positive attitude, competitive spirit, resilience, integrity and the ability to deliver superb customer service. Sales experience strongly preferred, or apply with references from another industry where skills would carry over to solar sales industry. The ideal candidate will have a proven track record of exceeding quota and developing customer accounts in a fast-paced, high-growth environment. Must be a self-starter with exceptional networking and customer acquisition skills who is comfortable working with business leaders to establish a relationship and close deals. Must also be able to collaborate effectively with a cross-functional team and to build effective long-term customer relationships.

If you are proactive, entrepreneurial and enthusiastic about sustainable energy, we encourage you to apply!

Job Duties

- Analyze key project information such as utility data, facility load profiles, and system operating data.
- 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.
- Develop relationships with DC communities leaders and businesses
- Interface with decision makers on a regular basis

- Research and source commercial leads for outbound campaigns
- Build and maintain a strong opportunity pipeline

Minimum Qualifications

- 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
- Experience developing and maintaining customer relationships in a B2B environment
- Bachelor's Degree in a relevant field preferred
- An entrepreneur at heart who wants to help grow this company
- Commitment to operating with a sense of urgency and a positive, winning attitude
- Excellent organizational skills
- Proven consultative selling and closing skills

Application Deadline

We are looking to hire immediately – position open until filled.

Salary

Commensurate with experience. This position offers a base compensation with the opportunity for incentive compensation based on achieving sales and retention targets

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