

## **About PEPL**

We are India's Leading Energy Company, Clean and safe energy, the solar energy

Solar Energy – Today's resource for a brighter tomorrow!

## **Sales Consultant (AM/DM/MGR)**

We are looking to hire for a passionate solar sales consultant to join our growing solar installation company.

## **About the Role**

As a solar sales consultant, you will have the first contact with our customers, providing them with information about our products and the benefits of going solar. Your duties will include analyzing the needs of the customer, calculating resources, preparing quotes, demonstrating our products, and providing after-sales support. You may also be required to visit customer sites and consult on larger installations.

To ensure success as a solar sales consultant, you should have excellent interpersonal skills, a passion for solar energy, and a solid background in sales.

## **What You'll Do**

- Managing organizational sales by developing a business plan that covers sales, revenue and expense controls.
- Meeting planned sales goals.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinating with marketing on lead generation.
- The ongoing training of your salespeople.
- Developing your sales team through motivation, counselling, and product knowledge education.
- Promoting the organization and products.
- Understand our ideal customers and how they relate to our products.

### Nice to Haves

- Any Graduate OR BE OR MBA
- Previous work experience as a solar sales consultant or In Industrial sales
- Excellent interpersonal skills.
- Professional appearance and a friendly disposition.
- Ability to relate technical information in layman's terms.
- Ability to travel and work irregular hours.
- Basic knowledge of sales and Office software.

Location: Indore, Bhopal

Kindly share your resume on [Shraddha.r@pickrenew.com](mailto:Shraddha.r@pickrenew.com)