

Sales Specialist – Solar & Home Improvement

Full Job Description:

Pro Terra Solar is seeking a motivated and customer-focused **Sales Specialist** to join our growing team.

In this role, you'll help homeowners find the right solutions to improve their homes and reduce their environmental impact. If you're driven, personable, and ready to grow in a high-reward sales environment, we want to hear from you.

Responsibilities:

- Develop expertise in residential construction and solar solutions, including windows, doors, siding, gutters, decking, and energy systems.
- Engage with potential clients through outreach and community events.
- Educate homeowners on the benefits of solar and home improvement options.
- Guide customers through the sales process from consultation to contract.
- Maintain strong, trust-based customer relationships.
- Represent Pro Terra at company events and outreach opportunities.

Requirements:

- Minimum 1 year of outside sales experience.
- Valid driver's license, clean driving record, and reliable transportation.
- Smartphone for client communication and lead tracking.
- Friendly, self-motivated, and results-driven.
- Strong communication skills and a persuasive, honest approach.
- Availability for occasional evenings and weekends.

What We Provide:

- Uncapped earning potential with high-paying commission structure.
- Bonuses for self-generated leads.
- Company-issued iPad, branded apparel, and referral tools.
- Full support from our in-house marketing and operations teams.
- A flexible schedule that supports work-life balance.
- A mission-driven company culture focused on impact and integrity.

Job Type:

Full-time

Pay:

\$80,000 – \$300,000 per year (Commission-based)

Benefits:

- Flexible schedule
- Opportunities for advancement
- Referral program

*In the spirit of the **Federal Fair Chance Act**, we are committed to ensuring that every applicant is treated fairly throughout the hiring process. We believe qualifications and skills should lead the way in hiring decisions. If you meet the position's requirements, we encourage individuals with arrest or conviction records to apply.*