



Utility Sales Representative

Job Scope

As a Utility Sales Support Representative, you will market, generate interest, and close sales for our Utility Sponsored Rebate Programs. The programs enable municipalities, small businesses, and non-profits within our coverage territory to reduce their energy spending and upgrade to more modern, energy-efficient equipment.

Responsibilities

- Generate cold leads and follow up on provided warm leads.
Be able to explain the benefits of the program to customers at an expert level.
Conduct on-site energy audits.
Prepare and present proposals.
Maintain client communication and deliver superior customer service.
Be successful in enrolling customers in the program.
Secure necessary documents and information from customers.
Update and maintain all systems required.
Act professionally and ethically at all times.
Report directly to the Program Manager.

Requirements

- Bachelor's degree preferred but not required.
Minimum of one to two year's experience in direct sales.
Valid driver's license.
Availability to travel when necessary.
Ability to multitask while staying organized.
Strong verbal and written communication skills.
Positive customer service skills.
Proficiency in technology and electronics is strongly preferred.
Self-motivated and driven.
Experience in lighting and electrical a plus!
Outstanding Communication and listening skills.
Strong work ethic.
Demonstrated skills for achieving or surpassing results against standards of excellence.
Shows a passion for improving the delivery of solutions with a commitment to continuous improvement.
Demonstrated ability to develop and leverage partnerships to drive the strategic plan.
Consistently demonstrates alignment to organizational strategy to advance opportunities.

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



LIGHTING | ELECTRIC | SMART CONTROLS | TECHNOLOGY | SIGNS

Strong Computer and Office Product Skills.

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Revised 06/2023

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