

ADS FOR SALES REPRESENTATIVE NOT FOR AN ENERGY AUDITOR

Lucrative SALES opportunity for ENERGY audit and solutions company

The Nation's (located in Woburn, MA) largest full-service energy audit and solutions company, is currently seeking a highly motivated, entrepreneurial **in-home sales representative** to **sell energy solutions** to homeowners. This is an exciting opportunity for anyone looking to break into the only currently booming industry... Going Green and Saving Energy.

You will never cold call and this is a six figure position if you have the skills and talent. However, this position is NOT for pretenders. Only consistent high level performers with the ability to convey a passion for our field will be considered. We are in the business of conserving energy saving money for our homeowners and our clients are "Green People".

This job is both physically and mentally demanding. You will climb, crawl, prod, think, carry equipment, perform sophisticated tests, and above all else, be responsible for keeping the customer engaged through an extensive, fast moving process known as the Home Energy Audit.

If you are willing to make a 100% commitment to ramping up a very steep learning curve, plus, have the **ability to interface confidently with a highly affluent client base**, then the following are just some of the benefits offered by this emotionally and financially rewarding position.

- Company Van and Fuel Reimbursement
- Extensive Product Training
- An Easy to Sell Service
- High Commissions
- Pre-Set Appointments with Homeowners
- All Safety and Diagnostic Equipment Supplied by Company
- Cost Effective Energy Solutions for Your Customer

Special preference for those with Window Sales experience, Educational and/or Military backgrounds combined with a documented success in a highly compressed sales cycles.

- Minimum of 3+ years in-home sales experience
- Strong sales closing and client management skills
- Strong technical ability and organizational skills

Must be bright, energetic and able to make an excellent first impression.

Please prepare and send a polished introduction, resume, work history, and an optional photo.

FUNNY THING IS THAT NO WHERE IN THIS AD, DOES IT REQUIRE ANY EXPERIENCE AS AN ENERGY AUDITOR. THEY SEND THEM OUT FOR A QUICKIE COURSE AND THEY ARE OFF AND RUNNING. SCARY – BEING A PROFESSIONAL ENERGY AUDITOR COMES WITH **YEARS OF EXPERIENCE**. THIS IS A NATIONAL COMPANY, LOCATED IN WOBURN, MA – NO NAMES MENTIONED.

SPECIAL PREFERENCE FOR THOSE WITH WINDOW SALES IS UNDOUBTEDLY BECAUSE THESE ARE ALSO HIGH PRESSURE SALES.

Here is another ad we found -

SOMETHING ENERGY GROUP – located in Westborough, MA

Overview:

██████████ has helped Americans make smart energy use decisions an important part of the way they live and work. ██████████ designs, develops, and delivers innovative, results-driven energy efficiency, energy conservation, sustainability, and renewable energy programs. We bring our experience, expertise, creativity, and commitment to our goals of using environmentally responsible approaches in helping business and home owners lower costs, increase comfort, and improve indoor air quality; and in championing the development and use of renewable, alternative energy.

People who work at ██████████ say that it's a unique kind of organization - one that nurtures individual talents and inspires dedication. We share a commitment to our work and our mission ██████████ has a collegial atmosphere, where people respect and encourage each other to help the environment and change the way our country uses energy. How about you; do you see yourself as a part of our team?

Responsibilities:

- Conducting residential energy assessments to identify energy efficiency improvement opportunities
- Performing technical diagnostic tests
- Completing detailed work orders for insulation and air sealing upgrades
- These are **field based** positions with opportunities to work in central and eastern Massachusetts and the Cape Cod area.

Qualifications:

Ideal candidate should have some entry level **sales experience**, with residential construction knowledge. Any HVAC experience or knowledge is a plus.

WHAT - NO EXPERIENCE PERFORMING HOME ENERGY AUDITS, WHICH BY THE WAY TAKES YEARS OF EXPERIENCE TO GRASP COMPLETELY AND EVEN THEN SOMETHING NEW IS LEARNED EVERY DAY.

Below are titles for Energy Auditor jobs, however the emphasis appears to be more and more on sales!

Outside Sales Representative, Residential & Commercial Energy Audits

Green Building Outside Sales Rep- Energy Audits