

Job Description

Position Overview

This is an in-home, energy efficiency and HVAC sales position with an energy efficiency twist. We do not sell solar. We do not sell people things they don't need.

The ideal candidate will work alongside the Lead Energy Auditor in order to learn how to perform home energy audits on their own and be able to sell our services to homeowners once they have completed an energy audit on a home. The candidate chosen will learn the ins and outs of completing a thorough energy audit and evaluating a home's HVAC and building envelope system from start to finish, how to interact with the customer, follow up and close the sale. The goal is to mold the chosen candidate into a Lead Energy Auditor. We are company that prides ourselves on innovation and is constantly looking for ways to improve. We do things right and have a great reputation in our market so the ideal candidate will share our passion for quality and being the best of the best! This is a unique, fast track, learning position and the candidate chosen should be ready to be on their own within 3 months.

THIS IS A FULL TIME PAID TRAINING POSITION

The ideal candidate must possess the following knowledge, skills and abilities in order to succeed in this position:

KNOWLEDGE:

- Proficient with Microsoft Office Software and some Adobe Acrobat
- Proficient with computers and ability to type, spell, and communicate well with people
- Basic prior knowledge of general building methods

SKILLS:

- Well spoken, clean cut and a positive attitude
- Comfortable with the idea of in-home sales and asking for the sale
- Be able to work efficiently with a tight schedule
- Strong communication and organizational skills
- Ability to work well in a team setting
- Time management skills
- Problem solving skills

ABILITIES:

- Be able to lift 50 lbs, several times per day
- Be able to listen and take constructive criticism and directions well
- Be willing and physically able to crawl in tight spaces, specifically in an attic, for about 15-20 minutes at a time, 2-3 times per day
- Be able to withstand the Arizona heat
- Ability to think critically and attend to detail
- Ability to interact effectively and positively with prospective customers
- Clean driving record

Compensation:

- Hourly, paid training
- Paid education and BPI Building Analyst Certification
- Paid holidays, paid vacation and health insurance after 90 days
- Company matching



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Once trained, compensation includes:

- Base salary with a competitive commission
- Bonuses available for targets met

More Information:

Some college, in-home sales or construction experience is preferred, but not required. If you have the right mindset, are a fast learner, are able to think outside the box, critically, and generally understand how buildings are built (or have the desire to understand), care about the environment and WANT to make an impact with your career while making money, this may be the job for you! Prior in-home sales experience is a major plus!

Our company provides a paycheck with a purpose. There is more to what we do than just making a buck - we are not in this to be slick or shady, this is a position for individuals that want to make an impact with what they do and aren't afraid of working to achieve their goals.

If you have prior experience working with people, have any prior technical sales experience, or have any HVAC experience that is an extra plus! Our company never cuts corners and we treat our customers and employees as we would treat our own family.

Who this is not for:

- Someone who just wants a paycheck
- If you have difficulty grasping technical concepts, this position will not work for you
- Someone who just wants to get by and doesn't like hard work
- Someone who does not like interacting with people
- Someone who cannot withstand heat
- Someone who does not like working on the computer
- If you don't like fun or are way too serious for anyone's own good
- If you wake up grumpy
- If you're lazy

HOW TO APPLY:

Please respond to this posting with a resume and cover letter answering the following questions below:

- Tell us about yourself! What do you do for fun, what are your hobbies?!
- What interests YOU in this position?
- If one word could describe yourself, what would that word be?

About Ideal Energy:

We are a local HVAC and Home Performance contractor. Our industry is growing and is unique as it addresses not only a home's HVAC system, but all of the other pieces, such as insulation and high performance duct design. If you are interested in joining an energetic and quality driven team, this is the job for you. We are looking for people that share our desire to improve people's homes and make a positive impact on their lives. Customer service, quality workmanship and satisfaction is our number one goal. We don't offer gimmick products and focus on offering services that make the home a more comfortable and energy efficient place to live!

Job Type:

Full-time

Required license or certification:

Driver's License and Clean Driving Record

MUST BE ABLE TO PASS A BACKGROUND CHECK AND DRUG TEST