



HomeWorks
Energy

Sales Consultant

- Full Time
- Sales
- Mid Level

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IMMEDIATE HIRE NEEDED!

HomeWorks Energy is currently seeking an Outside Sales Consultant to drive sales revenue for our heating & cooling business. This is a residential heating & cooling sales position.

ZERO COLD CALLING as we will supply ALL of your leads for you! We provide a PAID TRAINING program. This is a \$150K+ income opportunity!

Responsibilities

- Travel to customers' homes to sell heating and cooling equipment, obtain orders or contracts for services which will be paid by customer
- Manages account through the full life cycle of sales to successful install
- Educates homeowners on the benefits of installing or improving their HVAC system
- Obtains all sales/revenue objectives

Requirements

- 1-3 years of outside sales experience, residential preferred
- Developed computer literacy; experience with Salesforce or CRM platforms preferred
- Excellent organization and time management skills
- Able to work independently as the employee works exclusively outside of the office
- Exceptional verbal, written and listening skills

Compensation and Benefits

- On-target earnings of \$150K+ for top performers
- Health, dental, and vision insurance
- Flexible spending account
- 401k company match
- Generous paid time off and paid holidays
- Many more perks!

About HomeWorks Energy

Over the past four years, HomeWorks Energy has grown to become the leading energy efficiency company in Massachusetts, the #1 ranked state in energy efficiency. We have also been ranked in the top 5 Massachusetts companies, according to Inc. Magazine (Inc. 5000 2017)! Join a growing organization that is passionate about working together to save energy and reduce costs, one community at a time.

We are a metrics driven, fast paced start-up company working to make every home in Massachusetts & New York more energy efficient. We offer a continuous improvement work environment with the tenacious goal of reducing every homeowner's energy consumption by at least 30%.

We're proud of the impact we made in 2019:

- 600,000 metric tons of CO2 saved
- 125,000 cars off the road for one year
- \$165 million of customer lifetime savings

We are seeking qualified candidates who will represent our values in all interactions:

- Always Gettin' Bettah
- Positive HWEnergy
- Make a Difference
- Inspire Customer Confidence
- In This Together

As an Equal Opportunity Employer, HomeWorks Energy celebrates diversity and is committed to fostering an inclusive environment for all of our employees. We do not

discriminate against race, color, religion, national origin, sex, age, gender identity or expression, sexual orientation, physical or mental disability, veteran status or any other applicable characteristics. All employment decisions are based on qualifications, merit, performance, and business needs.