

JOB DESCRIPTION

Job Title: Outside Sales Representative

Job Summary: Join Sol as our Outside Sales Representative in Texas and become an instrumental part of our mission to light the world sustainably. Your experience in sales, knack for building relationships, and tireless drive to exceed sales targets are exactly what we need to succeed in the growing commercial solar lighting sector. Embrace the freedom of remote work and ignite change in every corner of Texas.

Salary Base salary of \$65,000/year + uncapped commission and bonus opportunities.

Job type and schedule: This is a full-time position. Our working hours are Monday to Friday, 9 AM to 5 PM.

Location: Remote in Texas (preferably a large metropolitan area). On the road most of the time.

Travel requirements: You will travel regularly (50% of your time) throughout Texas to visit customers. We also offer the opportunity to travel for training to our corporate HQ in Bordeaux, France, and/or our North American head office in Victoria, BC, Canada. You'll gain global insights and enjoy new experiences—once or twice a year, why not swap your desk for the vineyards of Bordeaux or the beautiful landscapes of British Columbia?

Key Responsibilities

- Prospect for new clients through leads, internal business intelligence tools, targeted lists, and independent research (heavy outbound call activity).
- Gather information on solar lighting needs and schedule appointments with qualified government and commercial prospects involved in planning and installing public lighting.
- Follow up with existing pipeline projects and past customers in your territory.
- Support our local network of channel partners through training and participating in sales calls and events.
- Expand our customer base and achieve sales quotas.
- Update and report activity on our CRM (Hubspot)
- Monitor competitor sales activities within your assigned territory
- Collect and analyze customer feedback, providing updates to senior management.

Performance Indicators :

- Business Development (Number of meetings with qualified prospects, Generation of new projects)
- Commercial Performance (Order intake, margin)
- Portfolio of active projects and conversion rate
- Rigor in activity reporting

Who you will work with:

- You'll report directly to the Director of Sales, with career path to Regional Sales Manager or other sales-focused roles
- You'll collaborate daily with the Business Development, Inside Sales, and Marketing teams.

Experience and Skills

Required

- Experience working in B2B, customer-facing sales roles, with a track record of meeting or exceeding sales quotas.
- Ability to work effectively remotely.
- Strong drive to achieve targets and deliver results.
- Excellent time management and organizational skills and the ability to multitask and prioritize.



Desirable

- Experience in calling on municipal, specification and/or developers accounts.
- Experience in construction material sales.

Benefits and Perks

- Comprehensive Health, Dental, and Vision insurance, Group Life Insurance, Health & Wellness subsidy.
- Retirement Plan
- 3 weeks of vacation time
- Uncapped commission plan and bonus opportunities
- Referral bonus program and training subsidy
- A team of fantastic co-workers!

About Sol — Sol is North America's leading solar lighting brand, with 40,000+ solar street lights installed in the United States and more than 150,000 globally. We engineer and manufacture a complete range of all-in-one and modular commercial outdoor lighting solutions for cities, military, and commercial properties. Thanks to our comprehensive product portfolio, we offer a cost-efficient and environmentally sustainable solution for every outdoor lighting application.

Constant innovation and product reliability are part of Sol's DNA. We believe there is no substitute for reliable lighting that is engineered smart, built tough, and accurately sized. With 23 patents and 12 international awards, we have a history of leading on quality and strong product warranty protection. Customers praise our solutions as they help them save money, achieve sustainability goals and build resilience.

Sol by Sunna Design

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