



## **Inside Sales Representative**

At SolarWorld, each and every one of our green-collar employees is helping to save the world by delivering clean energy from sand and sun. Our vision is simple: We Build the SolarWorld. We are the global leader in providing customer-oriented solar energy solutions, striving to make solar energy competitive and affordable for the average consumer. The SolarWorld group is dedicated to the core business of solar photovoltaic products and technology, operating production facilities in Germany and the USA. With 500 MW of production capacity at our state of the art manufacturing facility in Oregon, SolarWorld operates the largest solar manufacturing site in North America.

Innovation, customer focused and growth not only define our company, but also describe our employees – the foundation of our success. SolarWorld is dedicated to providing a work climate that promotes career growth, open communication and new ideas. To ensure employees' success, we provide best-in-class benefits that focus on delivering quality of life and personal development. SolarWorld employees enjoy a minimum of 4 weeks of vacation (5 weeks for exempt) and reimbursement of education expenses for qualified degree level programs!

Our culture not only encourages, but also demands personal responsibility, diversity, and an entrepreneurial way of thinking. Join us in a bright future and build a successful career for yourself. Feel good knowing that the work you do every day will build a better tomorrow for generations to come!

### **About the Position**

Reporting to the Head of Sales Operations, the Inside Sales Representative is a key part of a dynamic and high performing sales team consisting of both inside and outside regional sales Representatives.

### ***Primary responsibilities for this position include the following:***

- Provide industry leading pre and post-sale customer service.
- Review and record customer information.
- Prepare accurate and timely quotes and bids.
- Track and report the award of contracts in the system.
- Review terms and conditions of contracts.
- Build relationships with existing customer base through targeted outreach and promotions
- Qualify new customers and provide accurate marketing intelligence to field sales staff.

- Provide customer, installer, and distributor feedback to the organization and peer departments as needed.
- Maintain a thorough understanding of SolarWorld's product offerings and services; including product functionality, best-in-class installation practices, and importance of products to customers and sales personnel.
- Other duties as assigned.

The ideal candidate for this position brings an enthusiasm for saving the environment through our philosophy of sustainability – “clean energy from sand and sun”. All employees of SolarWorld must be able to operate in a fast-paced, high-growth work environment.

***The successful candidate will possess the following combination of experience, knowledge, and skills:***

- Minimum of a Bachelor's Degree in a related field or combination of education and work experience.
- No less than 5 years of related experience in customer service, inside sales, or a related field.
- Must have strong problem solving abilities and the desire to exceed customer expectations.
- Must be able to work independently as well as thrive in a fast-paced, dynamic, team environment.
- Experience entering, retrieving, and searching for customer data in a mid to upper tier CRM (SalesForce, MS Dynamics CRM etc.)
- Must possess excellent interpersonal and communication skills (written and verbal).

***Additional Requirements – Must be able to:***

- Stand or sit for long periods.

**SolarWorld is an Equal Opportunity Employer – M/F/D/V/G**

All offers of employment are contingent upon a candidate's successful completion of SolarWorld's pre-employment drug testing, and background investigation, which includes employment, education and criminal histories.

**Apply at [www.solarworldusa.com/careers](http://www.solarworldusa.com/careers)**