



Renewable Energy Asia Pacific Pty Ltd t/a  
Tropical Energy Solutions  
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**Phone +61 7 4772 7394**  
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## **REGIONAL SALES CONSULTANT**

Tropical Energy Solutions

Tropical Energy Solutions is a Townsville based Energy Management Company that has been installing residential, commercial and off-grid solar and battery storage systems for over 11 years.

We are committed to providing the best solutions to our customer's needs. Not the cheapest, but the best, The best products, the best systems, the best installers, and the best pre/post sales service.

We are seeking a Regional Sales Consultant to build on our presence in the residential solar market.

### **ABOUT THE ROLE**

The Regional Sales Consultant has the responsibility of selling solar solutions to the residential market throughout North Queensland, coordinating installation, and managing customer expectations. Duties include:

- Responding to inbound leads to generate quotes and close sales for new clients.
- Generate leads using existing lead generation channels (eg Solar Quotes, 3Quotes)
- Develop sales plans, marketing material, products base, and service offerings in conjunction with management.
- Conduct sales calls at customer premises as required.
- Provide a high level of customer service, respond to customer sales and technical queries in a timely and accurate manner.
- Order components and liaise with install teams throughout installation process.
- Be involved with supplier training, conferences, and company training.
- Report progress at team meetings.
- Participate and contribute to marketing campaigns and trade events as required.
- Meet sales and margin targets.

The primary area of operations currently centres on Townsville and Charters Towers with a smaller focus on the Burdekin, Hinchinbrook and Clermont regions. However, we are working on expanding our presence throughout the North and North West Queensland regions. The Regional Sales Consultant will play a key role in this development.

The initial engagement will be a six-month probationary period with a review at three months. The position will then become full time permanent. Commissions on sales will be available upon successful completion of the three-month review.

### **ABOUT THE PERSON**

We are looking for someone to own this role and develop our residential sales procedures, systems, products and area of operations. Skills and qualifications include:

- Retail sales experience.



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- Ability to develop and implement sales and marketing plans.
- Full training will be provided however experience and knowledge of the solar industry will be highly regarded.
- Highly competent in Microsoft Office Suite (Outlook, Word, Excel & PowerPoint).
- Digital savvy: familiar with Facebook, Instagram, Zoom, Slack, Skype, LinkedIn etc.
- Customer-focused & relationship-oriented, confident with identifying and forging relationships
- Comfortable working autonomously, but also able to be a positive and active participant of a multi-disciplinary team.
- Willing and able to travel intra and inter-state when required.
- Ability to achieve sales targets and KPI's.
- Valid driver's licence.

This position is perfect for a mid-level sales professional looking for a long-term role that they can grow and develop.

**PACKAGE:**

- Attractive base salary + super + commission
- Freedom to develop role and increase salary based on results
- Vehicle provided
- Phone

Prospective candidates are advised that relocation and/or removal expenses are not provided with this role.

You must have the **right to live and work** in this location to apply for this job.

[Click here to apply for this position.](#)