

1/12/22

## **Farm/Ag Sector Solar Sales Consultant**

**Location: Effingham, IL office/Must live in Central/Southern IL region**

**Position Location: Remote/work-from-home possible but frequent attendance at the EFFINGHAM, IL OFFICE required. Must live in Central/Southern IL region. (ideal candidate already lives in this area and very familiar with the local farm market)**

Tick Tock Energy is seeking a sales consultant to rapidly grow our success in the farm and agricultural market in Central and Southern Illinois. As a proven sales professional you understand the farm economy and have great local contacts and connections you can leverage for immediate impact. If you don't have solar experience but understand consultative selling and solution development, we will provide training. If you have solar experience, that is better yet.

In addition to consultative selling, you understand farm economics, finance, and know a good investment when you see one. You understand financial statements and are savvy at explaining the financial benefits of solar to farmers which to many should see this as a "no brainer". You understand cashflow, leasing and other financing strategies and options. On the technical side, electrical and construction related experience very beneficial.

Patience, persistence, perseverance, and a great attitude is required. You need sharp attention to detail and facilitate information sharing with the technical team to identify options and solutions that are right for the customer. You're fine with rolling up your sleeves to get things done with respect to prepping sales proposals and presentations. You're a proven hunter for new business, cultivator of relationships and strong at keeping customer connections leading to considerable referral and repeat business.

Day-to-day you'll sell our roof, ground-mount, and tracker solar solutions to hog, dairy, grain, poultry, and other farm customers. Related agribusinesses are also opportunities. The average system size will range from 50 kW to 200 kW and some will include battery energy storage and emergency generators.

Under your leadership, and with current market conditions, we expect solid revenue production within 6 months and consistent growth in sales thereafter. It's an incredible market opportunity and meeting aggressive goals are required.

## **RESULTS EXPECTED**

1. By end of 2022, close at least five projects averaging 50 kW or larger and then growing that to at least 1,500 kW in 2023. In addition, by fall 2022 your sales pipeline will be robust, and you will close your first 100+ kW sized project.
2. If you do not have solar experience, you commit to training after-hours, and learn the trade quickly. You will commit to attaining NABCEP (Solar Sales) Certification within 18 months or less which the company will support/reimburse your training.
3. Our team likes working with you, you ask good questions, listen, and collaborate effectively with our technical staff. You are likeable by customers and they respect your ability to advise and develop cost-effective solar solutions with support by technical team.

4. Help contribute to our farm-related marketing by writing blog posts and items for our newsletter. You assist in networking, attending tradeshow, opening new doors, etc.

Are you ready?

**To apply: send resume and cover letter to [careers@ticktockenergy.com](mailto:careers@ticktockenergy.com).**