

# Home Energy Retrofit Occupations

## SOLAR SALES & PROPOSAL DEVELOPMENT

### TRAINING AT NO COST TO YOU - STARTS MARCH 13!

- Do you have a proven track record in sales & are interested in working in Solar or Energy industries?
- Gain the skills & knowledge to sell solar energy systems for residential or small commercial markets!

### Course Info

#### Ohlone College Newark Center

Mar. 13 – Apr. 19, Dates & Times To Be Announced

This 80 hour course taught by solar industry expert Stewart Wadsworth provides the technical knowledge & ability needed to develop, prepare & present a sophisticated solar sales proposal. Topics include:

- Technical knowledge & design of residential & small commercial PV systems
- Sizing & cost estimation
- Industry tools for calculating ROI & customer value
- Intro to solar thermal systems
- Fundamental presentation, customer service skills, client interview & marketing practice
- Virtual Solar Project—develop & present a solar energy solution including financials for a customer



### Candidate Profile

- 2-5 years sales, prospecting, negotiation & closing experience; prior telesales preferred
- Passionate interest in solar or energy field
- Bachelor's degree or equivalent work experience preferred
- Strong communication & presentation skills
- Computer proficiency including MS Office; familiar with CRM & design programs a plus
- Analytical; perform math calculations
- Self-motivated & extremely goal oriented
- Apply learned skills for entry or advancement in solar or green related industries

### Sign Up Now!

To learn more about the next steps contact:

Alameda County/Bay Area: [kgreen@ohlone.edu](mailto:kgreen@ohlone.edu)

San Mateo County: [HERO@smchsa.org](mailto:HERO@smchsa.org)



The Home Energy Retrofit Occupations (HERO) Program is an equal opportunity program.

Auxiliary aids and services are available upon request to individuals with disabilities.

The Home Energy Retrofit Occupations (HERO) Program is funded by a \$2.5 million Community Based Job Training Grant, as implemented by the U.S. Department of Labor's Employment and Training Administration and hosted by San Mateo County Human Services Agency. This program constitutes