



Sales Person

About Us

Nestled in the friendly and unique village of Nimbin, Rainbow Power Company has been a leader in the renewable energy sector for over 30 years.

We design & manufacture, import & export, and wholesale & retail renewable energy goods and services for homes and businesses, cabins, holiday houses, caravans, RVs, carparks, industry, farms and investment buildings, both on and off the grid. Our team specialises in designing and installing customised renewable energy systems and providing training and after-sales support. We stock and advise on a range of over 1,000 of the best quality and trusted products, all backed by top-of-the-line manufacturers warranties, guaranteed for quality performance and workmanship.

Our primary objective of turning the tide away from environmental destruction and towards environmental harmony has seen our dedicated team grow from humble beginnings of just three original members, to our current staff of thirty highly-trained renewable energy enthusiasts, all who have an innovative approach to business and community.

About the Role

Rainbow Power Company is seeking a full time person to join our high achieving, professional and supportive sales team in January 2019 for a period of 2 months. Ongoing employment opportunities may exist for the right candidate.

Reporting to the Sales & Marketing Manager, and based at 1 Alternative Way Nimbin, this role provides an opportunity for an experienced sales person to contribute to a more sustainable world through the renewable energy sector.

Using existing RPC systems and processes, and in consultation with the Sales & Marketing Manager, you will be responsible for providing exceptional sales and design services on a broad range of products to ensure high level customer satisfaction.

Duties & Responsibilities

In this role, you will:

- Provide specialised advice and information on Rainbow Power Company's products and services to meet sales targets mutually set between your manager
- Utilise RPC processes and systems to design and cost solar power systems
- Respond to client, public and supplier queries with a high degree of interpersonal skills

- Apply RPC computer software packages to create and maintain files and records, and identify and extract relevant information for customer sales records
- Build and maintain strong client relationships, delivering excellent customer service
- Generate and promptly qualify leads
- Follow up sales enquiries using our established procedures
- Attend meetings and contribute to sales strategy as required
- Ensure all documentation and paperwork is in place for all sales
- Manage cash and payment systems in accordance with company procedures and policies
- Use advanced word processing and excel skills to communicate effectively
- Maintain a professional and congenial outlook towards co-workers, suppliers, utilities and other agencies at all times
- Undertake any other duties as reasonably directed, having regard to your skills, training and experience.

Skills & Experience

To be successful in this role, you will have:

- Demonstrated experience and proven ability to achieve sales targets
- Knowledge of solar power systems, or willingness to learn
- Interest in renewable energy and sustainability products
- Ability to follow established procedures and direction
- Excellent organisational and time management skills
- An adaptable and team-oriented approach to work
- Strong numeracy skills
- Exceptional verbal and written communication
- Strong skills across Microsoft Office programs including excel
- A valid driver's licence
- Experience with software programs Windward and Basecamp would be beneficial
- Previous solar industry technical sales experience will be advantageous
- CEC Accreditation would be beneficial in this role

Reporting to: Sales and Marketing Manager

To Apply:

Please forward a cover letter and resume outlining your ability to meet the Duties & Responsibilities and Skills & Experience to Human Resources: hr@rpc.com.au.

For enquiries, please call Hannah Phelan on 02 6689 1430 on Wednesday afternoons only.

Applications close: 4 January 2019