

Now Hiring: Home Energy Consultant – In Home Sales

Are you an energetic problem solver looking to be part of a team focused on delivering quality results? If you are a highly motivated and experienced salesperson, we want you to join our team.

Ecotelligent Homes is a professional home performance contractor with a great team of skilled insulation installers whose hard work has helped us earn awards like Consumers Energy's Top Performing Contractor. We are a small but mighty group. We only employ people who are dependable, take pride in their work, and want to become experts.

The ideal candidate will have strong communication skills and attention to detail. We are NOT looking for someone to repeat a high-pressure sales script in formal business attire. You will be inspecting attics and crawl spaces and educating homeowners with testing equipment like a blower door and thermal infrared camera.

Applicant Requirements:

At Least 1 Year Residential Construction – A minimum of one year in the construction industry is required. The applicant must understand basic building framing to diagnose insulation and air sealing issues during a home energy audit.

Professional Communication & Conduct – The applicant must demonstrate personable and professional conduct with clients. Strong listening skills are a must to ensure you understand the clients' concerns.

In Home Sales Experience Desired (Not Required) – Experience closing sales with homeowners is preferred, but not required. Paid training is provided to follow our consultative sales approach and proven sales process.

Physically Fit – Able to lift 30lbs. Must pass a medical physical examination and wear a respirator. The applicant must be able to crawl in tight attics and crawl spaces, and work in hot/cold extreme temperatures. The work we do requires physical stamina.

Competitive Spirit- The applicant must be self-motivated to meet sales goals without compromising on the quality results and customer service our team is known for.

Building Science Experience Desired (Not Required) - An understanding of building science principles including air sealing and insulating the building envelope and running blower door tests with a thermal infrared camera are preferred, but not required. Paid training is provided to earn industry recognized certifications like BPI Building Science Principals or BPI Building Analysts.

Attention to Detail – The position requires daily updates to a CRM system to accurately track leads and projects. The applicant will be required to use software to generate accurate work orders for our installation crews.

Pay Scale & Benefits:

After a 60-day training period with base pay, you will transition to 100% sales commission where you can expect to make \$80,000 - \$120,000 a year based on sales currently achieved by Ecotelligent Homes.

No Weekends - We do average over 40 hours of work Mon – Fri

No cold calls – we focus on generating quality leads for you.

Company vehicle and cell phone provided.

Paid vacation/personal time

401k with employer match, health care with employer contribution, dental, and vision.

How to Apply:

Qualified applicants should submit their resume to AAndrosian@EcotelligentHomes.com.

We will contact you for a phone interview and then invite you to meet the team for a face-to-face interview and work with us for a paid field trial day.