Everest Solar Systems is the engineering leader for all your mounting system needs. We are the US division of K2 Systems, one of Europe’s market leaders with more than 10 GW installed. We have offices in Germany, England, France, South Africa, Italy, Brazil and Mexico. There are currently about 180 employees in our global company, but as we grow we need new talent to join our team of professionals and help take solar to the next level!

We are looking for a committed

**Los Angeles Territory Sales Manager**

At Everest Solar Systems there will be opportunities to shape and develop your career in an innovative industry where you participate in the energy revolution. You will be a part of a company where you can make a difference! We are a dynamic company with a friendly open-door culture. Join us and you’ll get to work hard and play hard in San Diego’s North County!

**Job Description**

- Effectively sell Everest Solar Systems in the assigned territory
- Exceed quota objectives for revenue, weekly sales calls and other metrics
- Qualify, manage, propose, price and close new contractors, partners and projects
- Gather and report details daily from meetings, events and other activities
- Differentiate and communicate Everest Solar Systems USPs
- Close and motivate customers to transition to Everest Solar Systems
- 50-75% travel to partners, installers, events and other sites for sales calls, trainings, etc.
- Analyzing sales, market and customer information
- Create a weekly, monthly and quarterly plan to meet objectives
- Resolve problems and identify opportunities for improvement
- Keep current by participating in educational opportunities and reading technical publications
- Work from home office covering territories in the Southern California regions
- Maintain a professional appearance and positive company image

**Preferred Experience/Qualities**

- Microsoft Office applications
- Project design tools
- Project quotes and pipeline management
- Credit limit management
- SAP data management
- Understanding of structural and civil engineering principals, construction methods, materials and US building code requirements
- Solar installation field experience; roof or ground mounts

**Your Application**

Have we piqued your interest? Please send your completed application documents along with your earliest available start date to:

hr@everest-solarsystems.com
+1.760.301.5300