



Commercial and Industrial Solar Project Developer

StraightUp Solar is seeking a Commercial Project Developer (CPD) to originate, develop, and close commercial and industrial solar photovoltaic projects with a focus in northern and central Illinois. The position is based out of our Bloomington-Normal office; however, candidates may live anywhere in Illinois. ***Please send resume and cover letter to Jobs@Straightupsolar.com.***

About StraightUp Solar

StraightUp Solar is a turn-key solar PV design & installation company of 77 people and 4 crews operating in Illinois and Missouri since 2007. We are a [Certified B-Corporation](#), and member of [Amicus Solar Cooperative](#) and [Amicus O&M Cooperative](#). We believe in an equitable workplace and business practices that promote a sustainable environment with a commitment to balance between people, place, and profit.

What we offer

- Core values-driven and cooperative culture
- Competitive base salary plus commission
- Profit sharing
- Incredible Benefits:
- Employer Matching 401(k)
- Subsidized North American Board of Certified Energy Practitioners (NABCEP) training
- Medical Insurance Stipend
- Paid Life Insurance
- Dental & Vision insurance (voluntary)
- Short and Long Term Disability (voluntary)
- Paid Time Off
- Paid Holidays
- Paid Maternity and Parental Bonding leave

PRIMARY RESPONSIBILITIES:

- Build, qualify and maintain trusted relationships with thought leaders, local community groups, schools, business leaders, municipalities, and non-profits
- Perform all aspects of the sales process including lead generation and qualification, preliminary site evaluation, financing, pro-forma generation, contracting, and customer management
- Work with Estimating, Engineering, and Finance teams to develop competitive well-crafted proposals
- Contribute to solar advocacy efforts to educate the public, regulators and lawmakers about smart solar policy

Jobs@straightupsolar.com

505 N. Main Street, Suite A,
Bloomington, IL

Straightupsolar.com



Commercial and Industrial Solar Project Developer (Continued)

QUALIFICATIONS (required)

- 5+ years of commercial and industrial solar sales experience
- Bachelor's degree or higher
- Strong knowledge of solar technology, market trends, and Illinois and federal incentive programs
- Good balance of sales and technical skills with an understanding of when and how to use them to negotiate and close deals
- Opportunity network capable of being leveraged
- Entrepreneurial, highly organized, goal oriented, and data driven
- Strong background in relationship building and business development
- Deep knowledge of solar finance and creative approaches to closing deals
- Efficient with Excel, Word, email, Helioscope, Energy Toolbase, and customer relationship management (CRM) software
- Excellent teamwork skills – ability to foster a positive team environment
- Efficient, clear and consistent communication
- Agile, flexible and efficient
- High performance, both in quality and pace
- Proactive mindset - seek new opportunity and creative strategies
- Clean driving record

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