



SALES ASSOCIATE

Are you passionate about sustainability and eager to make a real impact in the fight against climate change? Join RHA Energy Partners as a Sales Associate and help businesses embrace energy-efficient solutions that protect the planet while driving innovation!

As a leading energy efficiency and renewable energy provider in Hawaii, we are seeking highly energetic and engaging individuals who are looking to make a positive and meaningful impact on Hawaii's energy landscape.

We are seeking individuals to join our growing company and sales team who are inspired and passionate about promoting our energy efficiency, and renewable energy services and solutions to our commercial, industrial, and prospective new clients.

A technical or engineering background is not required, but rather a positive can-do attitude, a willingness to learn, and an ability to effectively communicate, cultivate, and capture new business in commercial and industrial markets.

So, if you are excited about putting your existing sales experience to use or expanding your skills in a highly rewarding sales position with our firm, where we place a high value on positively impacting our clients, our community, and our environment, please contact us.

JOB SUMMARY

The Sales Associate is responsible for the outside B2B sales and business development efforts to both new and existing clients. The Sales Associate is expected to successfully navigate the entire sales cycle, from new lead generation, lead qualification, proposal generation, negotiation, and contract execution.

The Sales Associate will be supported by upper management and the company's technical engineering staff to assist in the technical evaluation of project opportunities, technical scope development, and cost estimating.

RESPONSIBILITIES

- Build and maintain a network of sources from which to identify new sales leads.
- Navigate the entire sales cycle, from new lead generation, lead qualification, proposal generation, negotiation, and contract execution.
- Ensure client satisfaction through ongoing communication and client relationship management.
- Maintain communication with existing and previous clients, alerting them of new services or solutions that may be of interest.
- Utilize company's client relationship management (CRM) Salesforce software platform to document, track, and report on sales activities.
- Prepare and provide periodic sales forecasts.
- Provide support, input, feedback and development of company's targeted sales campaigns or marketing efforts with management and marketing team.
- Perform other duties as assigned.





SALES ASSOCIATE

DESIRED SKILLS/ABILITIES

- Excellent communication and customer service skills.
- Excellent sales and negotiation skills.
- Excellent organizational skills and attention to detail.
- Passionate and Can-Do attitude.
- Ability to develop a basic proficiency and understanding of energy efficient technologies (e.g. LED lighting, air-conditioning), renewable energy systems (e.g. solar PV), or similar technical or engineering solutions.
- Proficient with Microsoft Office Suite (MS Word, MS Excel, MS PowerPoint), Adobe, or related software.
- Familiarity or proficiency with Salesforce or other related CRM software.

EDUCATION AND EXPERIENCE

- Bachelor's degree in Marketing, Sales, Business, or related field preferred, but not required.
- Prior sales experience preferred, but not required.

BENEFITS

- Compensation to consist of a Base Salary + Sales Commission, and may range between \$50,000 - \$150,000 commensurate with candidate's experience and earnings based on performance to the commission and incentive plan.
- Health insurance - We offer both single participant and family plan. For single participants, the company subsidizes 100% of the employee's medical and covers a portion of the riders for dental, vision, and drug. For family coverage, the company will cover 50% of the healthcare costs for family members (spouse and children).
- Mileage reimbursement.
- Cellular data plan reimbursement.
- ESOP (upon qualifying eligibility).
- 401K (upon qualifying eligibility).

JOIN OUR TEAM

RHA ENERGY PARTNERS is on the forefront of positively impacting Hawaii's energy landscape. We offer a rewarding and collaborative environment and are seeking individuals that want to make a difference. Salary shall be commensurate with experience. In addition to RHA Energy Partners employee benefits, employees are also eligible for RHA Holdings Inc. employee benefits including a 401(K) profit-sharing plan and Employee Stock Option Program (ESOP) benefits upon eligibility.



APPLY NOW



**Email a letter of interest and
resume to joinus@rhaenergy.com**

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