

**HES SOLAR JOB DESCRIPTION**  
**POSITION: Commercial Sales Engineer**  
**Revised: 08/06/2020**

**TITLE:** Commercial Sales Engineer  
**HOURS:** Full time, 40 hours/week  
**REPORTS TO:** Senior Project Manager  
**SALARY RANGE:** \$60-\$100K based on experience

**BENEFITS:**

- Medical, Dental, and Vision
- Life and AD&D Insurance
- Employee Assistance Program
- Travel Reimbursement
- Paid Time Off and Paid Holidays
- Bonus Program
- Company computer and uniform provided
- Work from home and in the field

**ROLE AND RESPONSIBILITIES:**

**CONDUCT COMMERCIAL SITE VISITS**

- Rooftop measurements and capture photos
- Gather site electrical system information
- Ensure customer expectations of solar system layout

**DESIGN COMMERCIAL SITE LAYOUT**

- Design initial layouts for bid
- Knowledge of Energy Tool Base, Aurora, PVBid, Excel, and AutoCAD
- Design and create single lines in AutoCAD

**COMMERCIAL SITE BIDS / SALES AND ANALYTICS**

- Configure and verify estimations based on designs created
- Run proposal software based on customer usage profile
- Implement appropriate utility energy tariff for each project
- Develop and ensure accurate system production from design and solar production software
- Utilize Salesforce CRM for sales accounts and opportunities

- **HES Solar is an Equal Opportunity Employer.**
- **HES Solar is a drug free employer in accordance with all applicable State and Federal laws.**
- **All job offers are contingent upon a successful pre-employment background check and drug screening.**