



Sales Development Intern (Summer 2023)

SolarKal is seeking a self-driven and motivated individual to help execute the company's customer acquisition strategy in its crucial expansion phase. This is a rare opportunity to get hands-on experience in the cleantech/climate-tech sector and the burgeoning solar energy industry by working in a fast-growing company with several accolades and awards under its belt (New York State 76West Renewable Energy Award Winner; Cleantech Open Finalist and Greentown Labs Incubator).

The Sales Development Intern will work closely with the company's senior management (Director of Business Development) to support overall sales growth, working on a variety of activities such as direct client outreach, client analysis and research. This individual is responsible for optimizing and enhancing the existing sales pipeline in SolarKal's CRM database as well as bringing new, qualified clients to SolarKal.

About SolarKal

Founded in 2015, SolarKal is the leading marketplace for commercial solar in the US, connecting organizations to solar energy providers who compete for their business. Over the past 8 years, SolarKal has advised on over \$300MM of solar projects across 15 states, serving as the procurement advisors of businesses, commercial real estate owners, and nonprofits, in their switch to solar. SolarKal's tech-driven solar procurement platform has over 200 solar providers that bid on projects from \$200K-20M, and compares dozens of variables in a simple apples-to-apples format for the client. By working with SolarKal, our clients get access to a vast network of vetted solar companies that have completed thousands of projects with Fortune 500 companies.

Job Description:

This is a full-time (5 days a week) internship. The intern will have a variety of responsibilities which include:

- Research prospective customers to understand their needs and key stakeholders;
- Understand the SolarKal value proposition and how to communicate it;
- Prospect for new clients through targeted research strategies using SolarKal's suite of prospecting tools and additional, independent online research;
- Maintain an organized pipeline and activity records using SolarKal's CRM;
- Learn the ins and outs of the energy market and solar industry, and how SolarKal fits within it.

Key Qualifications

Candidates who qualify for this position will be ambitious, self-motivated and comfortable working in a small, partially remote, company environment. If you possess the following, we'd like to hear from you:

- In pursuit of a Bachelors or Masters degree, or a recent graduate;
- Experience in sales and/or communications, with a background in customer-facing conversations;
- Naturally curious and have a strong desire to learn about solar energy, the sales process, the people and companies you're prospecting, SolarKal's services, and the renewable energy space;
- An excellent communicator, with the uncanny ability to practice empathic communication, including a high degree of attentiveness to detail, as well as superhuman interpersonal skills;
- Must be a detail-oriented, organized, self-starter, and have an ability to prioritize workload;
- Demonstrated interest in sustainability and the environment;
- Experience using: Salesforce, Reonomy, or Zoominfo is a plus;
- Most importantly, a positive and "people" person! Working in a highly demanding and ever-changing startup environment, requires a "can do" approach.

Job Benefits

- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment;
- Access to senior leadership and ability to make an impact both internally, and for clients;
- Potential for paid internship via State programs (NYSERDA and MassCEC) that SolarKal is familiar with navigating;
- Be part of a fast-pace, fast-growing company with a proven track record;
- Work on something exciting, changing rapidly, and ultimately helping the planet.