

Employer: Green Market Solutions, Inc.
Division: Lead Generation Services
Position: Field Representative, Residential Programs
Project Location: New Jersey (New Brunswick, Paterson, Passaic, Plainfield)
Position Type: Part time
Compensation: Commission-based

Background

Green Market Solutions (www.greenmarkets.com) drives increased residential and commercial participation in energy efficiency and renewable energy programs. As a result, our solutions contribute to the realization of the energy efficiency and renewable energy goals of our government agency and utility clients. GreenFaith is an interfaith environmental coalition based in New Jersey which equips and mobilizes diverse religious groups to become environmental leaders. Green Market Solutions is starting up a program with GreenFaith as the program's public face that will perform residential outreach services for a utility-sponsored program (Program) to target residential customers for free energy conservation and efficiency services in specific cities in the state of New Jersey. Our goal will be to promote specific utility programs, educate residents, and sign-up residents to participate in programs that provide residents with significant home energy savings.

Position Responsibilities

Field Representatives are responsible for signing up residents for specific utility programs that provide residents with significant free home energy savings. The responsibilities of the Residential Program Field Representatives are to:

- a. Manage a designated territory within a community by performing outreach activities to residents, including interfacing with community groups and direct customer outreach;
- b. Identify community groups who may be interested in learning more about the utility program and schedule outreach meetings with them to promote the Program;
- c. Follow-up diligently and expeditiously on new leads and maintain regular communication;
- d. Utilize company's reporting tool and/or customer relationship management system (CRM) for tracking status of all leads throughout the sales process;
- e. Maintain detailed lead report and report progress at least weekly to Project Director;
- f. Conduct one-on-one customer outreach to turn leads into customer sign-ups;
- g. Fill out customer sign-up forms timely, comprehensively and accurately;
- h. Maintain appearance and conduct appropriate for working in public both in person and online;
- i. Attend company and client-sponsored training sessions.

Qualifications: Required

- Education: Bachelor's degree or higher
- Experience: Five or more years of experience in marketing, sales, and/or campaigning

Notes

- This position requires the use of a personal automobile. GMS will provide mileage reimbursement.
- It is expected that it will take a minimum of 20 hours per week to succeed in this role.
- Candidate should have consistent availability on weekends and late afternoons / early evenings for event and outreach work
- Fluency in Spanish is desirable

Technical & Professional Qualities

- **COMMUNITY ORIENTED**
Intimately familiar with the communities that the program serves
- **MISSION ORIENTED**
Knowledgeable and passionate about energy efficiency, environmental health, and green jobs
- **AGGRESSIVE**
Relentless in efforts to maximize the program's growth and outreach via set-up of group promotional events and with direct homeowner sign-ups
- **GOAL ORIENTED**
Understands daily and weekly goals and executes day to day activities in a manner consistent with those goals
- **TACTICAL**
Executes consistently on necessary one-on-one customer outreach with homeowners, landlords and community groups
Produces timely and accurate reporting of activities
Highly proficient with email and Microsoft Office
- **RELATIONSHIP BUILDER**
Actively cultivates relationships that generate meaningful program leads and sign-ups
Maintains relationships that generate leads, customer sign-ups and program growth
- **COMMUNICATOR**
Positive attitude with customers and constituents
Effective verbal and written communicator
Constructive with feedback from customers and colleagues

To Apply: Please email your resume and cover letter to: jobs@greenmarkets.com