



Sales Intern – Commercial Solar

Company: Commercial Solar Guy

Location: Rhode Island/Massachusetts (Hybrid / Field + Office)

Type: Internship (Part-Time or Full-Time Available)

About Us

Commercial Solar Guy is a fast-growing commercial solar development and sales company focused on helping businesses reduce operating expenses through clean energy solutions. We specialize in rooftop, carport, and ground-mounted solar projects across Rhode Island and Massachusetts.

We work directly with business owners, property managers, and commercial real estate groups to deliver high-ROI energy projects.

Position Overview

We are seeking a motivated and entrepreneurial Sales Intern to support our commercial solar sales team. This is not a coffee-run internship — you will gain hands-on experience in real commercial deal flow, prospecting, proposal development, and client engagement.

This role is ideal for someone interested in sales, renewable energy, real estate, or entrepreneurship.

The Investment Tax Credit for commercial solar is sunsetting in 2027, with construction needing to be completed by December 31, 2027. This is the last opportunity business owners will have to utilize the 30% dollar-for-dollar Investment Tax Credit.

Responsibilities

- Research and identify commercial solar prospects, including industrial, warehouse, retail, and office buildings
- Assist in qualifying leads and gathering property ownership information
- Support outreach campaigns by phone, email, LinkedIn and LeadIQ
- Help prepare proposals and client presentation materials

www.CommercialSolarGuy.com

508-4999-SUN (786)

CSG Developers LLC, dba Commercial Solar Guy

1213 Purchase Street, #2, New Bedford, Massachusetts 02740



- Analyze roof sizes and basic solar potential (training provided)
- Track sales activity in CRM (Zoho)
- Attend client meetings, both virtual and in-person when applicable
- Support RFP research and bid preparation

What You'll Learn

- Commercial Solar Deal Structuring (Helioscope, EnergyToolBase, Solesca)
- Financial modeling basics, including ROI, payback, and incentives
- Utility programs in Massachusetts and Rhode Island, such as SMART and the Renewable Energy Growth Program
- How to sell to business owners and C-level decision makers
- Prospecting strategies for large commercial accounts
- Work with our Industry Expert/CEO, John Fitzgerald Weaver
- Real-world B2B sales skills (Sandler Sales, Sales Gravy, Etc.)

Qualifications

- Strong communication skills, both written and verbal (vehicle required)
- Comfortable speaking on the phone and in-person
- Highly organized and self-motivated
- Interest in renewable energy, real estate, or sales
- Proficiency in Google Workspace and Excel preferred
- Local to Rhode Island or Southeastern Massachusetts preferred
- Sales experience is a plus, but not required

Compensation

- \$21.45 an hour and mileage reimbursement
- \$100 for every qualified meeting booked (Meeting Occurs & Next Steps)
- Potential for a full-time offer upon successful completion

Why Join Us?

- Direct exposure to commercial-level solar projects
- Mentorship from experienced commercial sales professionals
- Real responsibility and growth opportunities

www.CommercialSolarGuy.com
508-4999-SUN (786)

CSG Developers LLC, dba Commercial Solar Guy

1213 Purchase Street, #2, New Bedford, Massachusetts 02740



- Fast-paced, entrepreneurial environment
- Opportunity to build a strong foundation in B2B sales, including Sandler, Sales Gravy, and solution-selling methodologies, while learning from an expert in B2B lead generation

www.CommercialSolarGuy.com

508-4999-SUN (786)

CSG Developers LLC, dba Commercial Solar Guy

1213 Purchase Street, #2, New Bedford, Massachusetts 02740