



Sales Engineer

Are you looking to accelerate your career with a company that is well positioned in one of the fastest growing industries? Are you an experienced Sales Engineer in the commercial electrical industry? If so, we'd like to talk with you.

Independent Energy Solutions, Inc. (IES) is one of the nation's most respected commercial photovoltaic design / build firms. We are headquartered in North County, San Diego, and enjoy an extraordinary reputation with clients that include SDG&E, SCE, Qualcomm, Pfizer, ISIS Pharmaceuticals, GSA, the U.S. Navy, Marine Corps, and many more... IES designs and builds commercial PV systems of all types, including roof-mounted systems, ground-mounted systems, solar carport/shade structures, and complex hybrid and off-grid generation plants.

Job Description:

The role of Sales Engineer is to carefully review RFP's and RFQ's, walk project jobsites, evaluate existing electrical infrastructure, evaluate locations for solar (photovoltaic) system components, and then develop project estimates / takeoffs and proposals. You will identify parts of the project that may be key to developing a compelling, competitive estimate and proposal. IES will provide you with necessary training relative to the technical side of photovoltaic systems as well as energy generation and system financial performance.

Responsibilities:

- Analyze drawings, specifications and RFP's
- Attend pre-bid meetings, conferences and site visits as required
- Perform feasibility studies as required
- Create detailed estimating take-offs
- Obtain and analyze bids from vendors and subcontractors
- Work with the Business Development Team to strategize proposal presentations
- Create preliminary / conceptual array and system designs
- Proposal Development (creation of comprehensive proposal documents and submittals)
- Client presentations and meeting participation
- Long-term client relationship development

Minimum Required Qualifications:

- 2 year experience as a electrical estimator with general construction field experience (preparing detailed estimates of materials and labor on self-performed electrical construction projects)
- 5 years experience in the Construction and/or PV Industry
- Knowledge of general electrical design and engineering concepts
- Must possess, and be able to demonstrate, excellent Microsoft Excel and Word skills
- Strong written and oral communication skills.
- Good interpersonal, organizational and teamwork skills
- Ability to effectively prioritize and execute tasks in a high-pressure environment with minimal supervision.
- Proficiency with the National Electric Code

Preferred Qualifications:

- 2 years estimating experience with a design/build contractor
- PV system estimating experience in the commercial and industrial markets
- Experience with Microsoft Project, Auto CAD LT, and/or MS Visio
- Bachelor's Degree in Engineering or Construction Management
- Experience with with PVSYST, PVsol, etc.
- Experience using Accu-bid electrical estimating software

Work Environment:

- Travel will be required for the purpose of meeting with customers or off-site personnel/management.
- Ability to walk construction job sites, climb ladders and get hands-on when necessary.
- Physically able to participate in training sessions, presentations, and meetings.
- Sitting, standing or walking for extended periods of time.
- Manual dexterity to operate a computer keyboard, mouse, and other devices and objects.
- Overtime may be required to meet project deadlines
- Must be able to secure a clean background check for the purpose of gaining access to sensitive military bases and other federal sites.

Please email your resume and salary requirements to careers@indenergysolutions.com
No phone calls, please. Thank you.