
Job Title: Channel Sales Representative – Electricity Optimizers & Renewable Technologies

Location: Denver, CO or Remote

Industry: Clean Energy / Solar / HVAC / Home Improvement

Employment Type: Full-Time

About Us:

We are a fast-growing clean energy solutions company focused on delivering innovative electricity optimization technology. Our cutting-edge electricity optimizers help homeowners and businesses reduce energy consumption, lower utility bills, and improve the performance of their energy systems. As we scale, we are seeking a highly motivated **Channel Sales Representative** to expand our reach through strategic partnerships with EPCs, solar installers, HVAC providers, and home improvement service companies.

Job Summary:

As a **Channel Sales Representative**, you will be responsible for driving sales growth through the development and management of channel partner relationships. Your mission is to onboard and enable partner companies to successfully market and sell our electricity optimizers to their end-user customers. You'll play a key role in our go-to-market strategy, acting as the face of our brand and a trusted advisor to our channel partners.

Key Responsibilities:

- Identify, recruit, and onboard new channel partners including EPCs, solar installers, HVAC companies, and home improvement contractors.
- Build and maintain strong, long-term relationships with partner organizations.
- Train and support partners on product features, benefits, sales tools, and installation practices.
- Develop joint business plans with partners to drive mutual sales success.
- Conduct regular partner meetings, performance reviews, and pipeline forecasting.
- Collaborate with internal marketing and product teams to deliver effective partner enablement materials.
- Track sales metrics, partner engagement, and customer satisfaction.

- Attend industry trade shows, events, and partner meetings as needed.
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Qualifications:

- 3+ years (preferred but will work with the right candidate) of channel sales or business development experience, ideally in the solar, HVAC, clean energy, or home improvement space.
 - Proven track record of building partner networks and driving indirect sales growth.
 - Knowledge of electrical systems, solar or energy related technology preferred but not required
 - Excellent communication, presentation, and relationship-building skills.
 - Technical aptitude to understand and explain energy optimization solutions.
 - Self-starter with strong organizational and strategic planning skills.
 - Experience using CRM platforms (e.g., Go High Level, Salesforce, HubSpot) is a plus.
 - Fearless and willingness to outperform goals and quotas
 - Motivated by uncapped earnings.
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What We Offer:

- Comprehensive training
 - Competitive compensation. Uncapped earnings with residuals as long as you are with the company.
 - Remote or in office
 - Flexible work environment
 - Professional growth and development opportunities
 - The chance to be part of a mission-driven company shaping the future of energy efficiency
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Ready to energize your career and make an impact? Apply now and help us power a smarter, more sustainable future.
