

Solar Sales Executive

Role Specific Education Training Needs

As a Solar Sales Executive you will be the front line for your company. You might be the first person a potential customer talks to, so your company's image and reputation depend on you providing a professional service. Direct employment from school or other industries is common for this occupation but you will receive company specific training, and there are lots of training course and qualification you can gain before and after you start employment.

Alternative entry routes

Direct employment by a solar power company is a possibility. Many will offer bespoke training and may offer you the opportunity to increase your skill set by becoming a customer service manager, a sales team leader or an area manager, responsible for all sales in a part of London or the country.

T Levels

If you're 16 and deciding what route to take, and you want a blend of academic and practical learning, you might be interested in the new Technical Qualifications (T Level) choices. T levels are a new 2-year long qualification. They bring classroom learning and an extended industry placement together. You'll spend 80% of your time in the classroom and 20% on a 45-day placement with an employer which will give you a great experience of the world of work in your chosen field. One T level takes 2 years of full-time study and is equivalent to 3 A levels. T Levels are rolling out across the country with many more coming online by September 2024.

The T Level that is relevant to becoming a Solar Sales Executive is the new Management and Administration T Level, which will be rolled out in London from September 2022 onwards:

<https://www.tlevels.gov.uk/students/subjects/management-administration>.

Apprenticeships

There are lots of apprenticeships that are relevant to a career in solar sales, or the commercial side of the business. Some will train you for a role in technical sales, some to sell to other businesses, and others will prepare you for a more supervisory position.

Career Prospects and Progression

Skills Needed

- Clean driving licence (if you work in field sales).
- Outstanding communication skills.
- A real aptitude for working with people.
- Good solar industry and product knowledge.
- Confidence .
- Ability to meet sales targets.

Number Employed (UK)

There are a large number of people employed in sales in the UK. In 2018 there were 119,000 Business sales executives (SOC 3542), 459,000 Sales accounts and business development managers, and 76,000 sales administrators (SOC 4151).

Typical Salary Range

Sales people typically are paid a basic salary and earn commission on their sales. Starting salaries are around £20,000 but you can earn much more with commission. On target earnings are often in the £40,000 – £60,000 range.

ENDS

Please note that the information contained on this page is accurate to the best of Solar Energy UK's knowledge. Solar Energy UK welcomes additional information and will aim to update any errors or omissions.