



**Company:** NATiVE Solar

**Position Title:** Technical Design Intern (renewable energy platforms)

**Department:** Technical Sales and Operations (SalesOps)

**Reports to:** Chief Strategy Officer

**Primary Objective:**

As a Technical Design Intern, you will work with renewable energy and software platforms under the direction of the Chief Strategy Officer and Sales Manager. The objective is to enhance the interns software, engineering and design skills with a focus on solar and storage systems. Interns also have the opportunity to learn more about the changing role of distributed energy resource management systems in the local and global renewable energy transition.

**Major Areas of Accountability:**

- ❖ Support the design of residential and small commercial solar (PV) systems
- ❖ Optimize PV system size to meet customer goals based on electricity use patterns, utility charges and environmental considerations
- ❖ Work with cross functional teams to create an optimal design based on cost and savings objectives
- ❖ Understand rebates, incentives and general interconnection requirements for regional utilities
- ❖ Utilize NATiVE's CRM to optimize lead generation, sales and installation process (SalesOps)
- ❖ Participate in the creation of sales proposals. In special cases, develop estimates for the sales process.
- ❖ Perform additional duties as assigned and/or directed

**Desired Qualifications:**

- A reliable and fervent attention to detail and quality
- Familiarity with solar proposal platforms
- Enhanced knowledge of CRM's (Podio) is a plus
- Good verbal and written communication skills
- Customer service skills and positive attitude
- Passion and drive to succeed
- Preferred flexibility to work occasional evenings and Saturdays is a plus
- Sincere interest in renewable energy
- *Preferred Areas of Study* - Computer Science, Engineering, Management Information Systems, Business

**Location:** Remote

**Hours:** 10 to 30 per week

**Salary:** \$15 per hour

**Required Materials for Application:** Resume + Cover Letter