

SOLAR PHOTOVOLTAIC SALES – ONLINE

Ecotech Training’s Online Solar Sales course introduces the fundamentals of solar photovoltaic technology and markets for new professionals. The course will continue into special sales methods for solar photovoltaic, communicating with customers, estimating systems, and communicating needs to the installer.



The Technical Solar PV Sales training course gathers the best practices and accepted industry standards to prepare participants to become professionals at marketing and selling solar products and services. Technical solar sales training is important because it provides essential support to the growing solar industry. Solar manufacturers need trained salespeople to sell their products to customers and installers, just as installers need to be able to present their energy production estimates, financial analysis and customers qualifications to financiers.

This course is ideal for experienced salespeople as well as contractors, engineers, electricians, roofers and anyone involved in the solar energy industry.

Ecotech Training’s Technical Solar Sales course fulfills 20 hours of training towards the NABCEP Technical PV Sales exam requirements. This course includes examples of site analyses, production estimates, financial projections and sales presentations as well as a solar calculator in excel.

Solar PV Sales Subjects & Topics	
Fundamentals	<ul style="list-style-type: none"> History & basics of the solar photovoltaic industry Definitions, abbreviations, components, system types, advantages & disadvantages, design strategies, sighting, & information gathering
Sales	<ul style="list-style-type: none"> Pre-qualifications, knowing the client, choosing systems, meeting expectations Building a sales team, the sales process, techniques, marketing & outreach, navigating meetings, staying current, building reputation, proposals, contracts, & closing techniques

Solar PV Sales Online Training Modules

Module 1	Module 2	Module 3
Introduction	Electrical Design	Solar Theory and Design Considerations
Module 4	Module 5	Module 6
Mechanical Designs	Solar Sales Considerations	Economic Incentives