



## BE A PART OF SOMETHING BIG (and **GREEN!**)

We're one of the nation's largest green energy supply distribution networks, with nearly 40 logistics centers across the United States. We make the adoption of green energy effortless. With our focus on technology, quality, and service, we are changing what powers our nation, one rooftop at a time.

**Our products — and opportunity — are all around you.**

***We are looking for talented and driven Environmental Studies Majors, who would like to be involved in the burgeoning alternative energy industry in the Pacific Northwest and beyond. We are currently looking for both interns and full-time employees to join our Portland team.***

***Please respond with the subject of "Internship" or "Sales Training Program" if that is your area of interest.***

## **Sales Training Program – 18-24 Months**

We're still growing. And we need talented new leaders to help shape our future. CED's competitive sales training program teaches top candidates every skill for every job in every facet of our fast-paced, profitable industry. You will learn the ins and outs of alternative energy, and see the process from conception to completion.

Get paid to earn a real-world M.B.A. as you choose your (1 ½ - 2 year) path to an Outside Sales position at one of our CED Greentech locations. You will finish with an in-depth knowledge of the solar industry, distribution, and alternative energy technology, all imperative to your (and our) success at expanding green energy and eliminating dependence on fossil fuels.

### **Phase 1**

#### **Warehouse & Counter Training**

The only way to master solar and green energy products is to start on the hustling, bustling ground floor. You'll learn how to safely operate equipment, how to ship and receive, process paperwork, handle back orders and how to organize a warehouse. Product and technology seminars begin here, and continue throughout the program.

NOTE: CED is an equal opportunity employer. The below job description is intended to describe the general contents of, and requirements for, this position. This position description in no way states or implies that these are the only duties to be performed within this position. Individuals in this position will be required to follow any other instructions and to perform any other duties assigned or requested.

*Warehouse training generally lasts six-twelve weeks. However, your skills, experience, capacity and progress determine the duration of each training phase.*

## **Counter Sales**

Spend time with the products and our customers as you develop your sales knowledge and skills.

*Duration: 5-8 months*

## **Phase 2**

### **Operations Training**

Learn what happens behind the scenes to allow CED products to touch every home, business and development property in the country. You'll learn the ins and outs of our credit office, service center and administration in phase 2.

*Duration: 4 weeks*

## **Phase 3**

### **Customer Service Training**

### **Inside Sales & Project Management**

Relationships are critical to this business, so we'll arm you with techniques to master phone sales and joint calls with outside salespeople. We'll teach you how to interpret plans, understand job project management and to bid and quote jobs. We'll teach you how to design a solar project from start to finish and calculate energy requirements and energy usage. Here you will learn and participate in the nuts and bolts of the project process from start to finish.

*Duration: 4-6 months*

## **Phase 4**

### **Outside Sales Training**

You're nearly dangerous. In the final phase of CED's training program, you'll be in the field, incorporating everything you've learned to build contacts and sell. By the time you graduate from the program, you'll understand how to capitalize on the skills and resources you've developed and will be able to take those skills to market to make a lasting impact on the sales process.

Alternative energy is the way of the future, but it needs high-quality, intelligent, dedicated, and passionate people to help usher in the new way. CED Greentech is dedicated to finding those people and training them to become part of the new future of energy.

*Duration: 6 months +*

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## **Application Instructions**

If you are interested in either a Sales Training or Internship Program please e-mail [jeff@cedgreentechpdx.com](mailto:jeff@cedgreentechpdx.com) with all of the below information included.

- Resume
- Paragraph blurb about your interest in Green Energy, and career goals.
- Year of your graduation or anticipated graduation.
- Interest in full-time or part-time work.

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