



# Solar Company Founder

## Job Description

A solar company founder owns and operates a solar company and is involved in the installation of solar panels. This job combines being a business owner with supervising solar panel installation. Solar company founders can also choose to spend much of their time coordinating community advocacy work, cultivating personal relationships, and networking to promote a greener world.

## Salary

Entry — \$55,000  
Middle — \$90,000  
Top — \$120,000+

## Core Tasks

- Assemble solar modules, panels, and support structures
- Measure and analyze system performance to assess operating conditions
- Supervise, direct, and empower solar staff teams
- Develop professional relationships to attract business and support community members
- Manage business affairs and executive budgeting decisions

## Workplace / Environment

- Work hours**  
Approx. 50-60 hours/week  
(Schedule varies and is set by the individual)
- Environment**  
Majority of time spent in the field supporting installation work and networking to grow business opportunities
- Travel**  
Frequent travel to prospective work sites outside of the state and the country

## Education / Prerequisites

### Education Level

Degree or experience in Business Management, Degree or experience in solar installation

### Licensing

Varies by state

### Pre-Job Preparation

On-site experience installing solar panels, Community relations background

## Experience

### Soft Skills

- Time management
- Critical thinking
- Troubleshooting
- Networking

### Technical Skills

- Spreadsheet software
- Budgeting experience
- Customer relationship management (CRM) software
- Computer-aided design (CAD) software



## Career Path: Edwin Wanji

### About Me

#### Founder of Sphere Solar Energy.

Sphere Solar Energy specializes in solar energy, battery storage, and electric vehicle charging station installation services – contact them now to join the movement.

### Defining Moments

"What got me into this career was partly experiencing the hardship of **not having reliable electricity** growing up in Kenya, compared to places with reliable power. Fast forward to now, I've since moved to the U.S. and being in this sector, I looked ahead at the trends. It's a no-brainer that **solar will only grow**. The minute I was able to offer solar services, there was no going back. The sector does good for everyone. The end-user ends up really happy with the product. Solar fights for the greater good, which is our existence here."



### Building a Community

"At Sphere Solar Energy we have a team of about **20 people**, between our employees and contractors. There are also project managers who I work with directly on a day-to-day basis. The team we've managed to build here is great — just seeing the new people coming, the growth, and the jobs that are really well-paying, but also have an **impact** besides the individual. There's the **community** part of it."

### Company Choices

"As the Founder of Sphere Solar Energy, I'm mostly **overseeing** and guiding the ship. Our biggest goal has been how to make this **resource accessible**. We're doing work overseas as well as locally in Washington to try and bring inclusion and equity around access to this resource called solar energy. People of color have usually not benefited from solar energy and also in the solar workforce. That's part of why we are excited to continue **collaborating with community organizations** to figure out how we can continue creating job opportunities and internships that are more inclusive."

# About My Job

"Solar fights for the greater good, which is our existence here"

## Pros

- "The coolest thing about my job is getting to **set my own schedule**. That's really a plus when you're the employer."
- "That ability to **travel** really excites me. It never gets old."
- "It's really amazing when you can go anywhere and **erect energy**. We all need power."
- "My days are mostly very **creative**. It never feels like work, I'm pretty excited showing up in the morning."
- "It's one of those jobs where the user is always super jazzed about the **end result**."

## Local Work

- "I'm **hardly ever in the office**."
- "My days **vary**. They often include an event where I'm **connecting with the community** in general. Tomorrow I'll be meeting a church community in Tacoma, which is the first **African American church** to install a solar system on its roof. We're trying to put an educational angle to it so that there'll be a lot of engagement within that specific community."
- "For a current project with a **local high school**, I get to work with the students, which is something I'm very passionate about."
- "We average about **three solar installations a week**—three homes, give or take."
- "We have just started a location in **California**, so it's a lot of moving parts."

## Cons

- "Because we do projects in many different places, it can feel like I'm **all over the place**. However, the end results are usually super exciting, so it doesn't feel like work to me."

## Projects Abroad

- "We've done projects in **Kenya** and **Haiti**, as well as all across the state of Washington."
- "Our goal has been to give back and contribute above all to the **communities who are most marginalized**. Abroad, we're working with a **Maasai tribe**. They are in very remote and rural locations. Usually, the government never supports these kinds of tribes."
- "Our next project is working with a **school** that's serving the Maasai tribe, which is about 15,000 students. In this school, even the young girls are being mandated to go to school. To me, that's really empowering, because now they've got the girls coming to school and we know they need **electricity**. We're going to drill a water well at the school. The water from that well is going to be solar-powered and pumped to holding tanks."

## Skills

- "I'm basically the captain of the ship, **guiding** us towards directions I'd like to see us move towards and bringing in new business and **creating those relationships** in the community so that we can accelerate the adoption of solar energy."
- "I'm mostly out and about all week doing more of the **business development** side of things and the **community engagement**. For instance, we're installing a system for high school coming up. We also have a church in Tacoma, which is the oldest African American community there. Community engagement is extremely important."

## Education/Experience

- "**Educational workshops** are really important to highlight the technology, trends, and skillsets needed for those looking to enter this sector."
- "There's **virtual or hands-on training in the field**. That means going out to sites where you can actually interact with the equipment. There's solar, as well as energy storage because energy storage is definitely big for the future."
- "Get **coaching** on strategies on how to better position yourself for entering this workforce. That could be anything from **resume tips** to **interview tactics**. There are some really neat opportunities that [Sphere Solar](#) has been developing over the past few years."

## The Future of **Solar Work**

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"It's a good space to be in"

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"The more we can find resources to get **information out in communities**, the better we'll be able to meet our mission. Some of our communities don't even think solar is a viable option. There are ways to go around things. That's where I'm putting a lot of emphasis to bring more **inclusion** in the sector—both in the receiving end and in the workforce side of things. It's exciting. It's a good space to be."