



## Who is Clenergy?

Clenergy ([www.clenergy.com](http://www.clenergy.com)) is a public company listed in Shanghai stock exchange that specializes in manufacturing of photovoltaic equipment, in developing own or third party solar plants and in investing in various projects in the industry. Clenergy was founded in 2007 and has its headquarters in Xiamen, China. With its high-quality and innovative solar racking systems and unmatched customer service, Clenergy established a leading market presence in Australia, Japan and Asian Pacific region and has grown to a passionate, globally renowned, renewable energy company.

As we expand our business operations in Europe, Middle East and Africa, we are looking for our new office in Berlin a

## Strategic Business Development Manager

### What's the role?

The job involves working on a global multicultural team driving business further. Manage an opportunity pipeline and convert it to actual sales revenues. As a Strategic Business Development Manager your primary goal is to identify and develop new business opportunities and to grow the sales revenues in target markets. You evaluate market opportunities and prepare strategy work and business cases following the market trends.

You should work towards the implementation of these strategies by liaising with customers regularly, creating relevant support documentation and participating in trade events. Your work also involves analyzing product trends and segment needs to propose innovative solutions for development to the technical team.

### What does the role involve?

- Prepare and implement sales plans for the assigned region and continuously identify new business opportunities.
- Acquire new customers incl. finalizing of procurement contracts and coordinating the operational implementation.
- Create, develop and convert to sales a pipeline of projects aligned with the company's growth strategy.
- Coordinate with engineering department to continuously optimize the product offering.
- Generate and optimize a project P&L, ensure projects' profitability and safeguard the on-time and on-budget execution.
- Provide market and product intelligence to marketing and product development teams.
- Liaise with customers at different levels from a multitude of locations and backgrounds, and be directly involved in their key projects.

### What you need is:

- Academic degree in the area of economics, business administration and/or engineering (MBA preferred).
- Sales and business development experience in the solar industry in Europe would be advantageous.
- Strong strategic capability with a highly commercial focus and excellent analytical skills.
- Convincing communication skills combined with a customer and results oriented mindset able to work, communicate and networking closely with internal and external stakeholders.
- Ability to work autonomously, pro-actively and systematically in complex projects.
- Willingness and availability for frequent national and international traveling.
- Native speaker or excellent command in German and English. Additional languages are an asset.

### What do we offer?

If you are looking for a dynamic and global role, where you will be working with various nationalities and participating in shaping the future of the green economy, this is the place to be! Apart from a competitive salary and a performance incentive package, Clenergy offers you a dynamic career, in a truly international work environment filled with development and growth opportunities for professional and personal growth!

Clenergy as an equal opportunity employer. All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs.

If these describes you and you want to work for us then please apply now by sending your application including a motivational letter and your latest revised CV at [hr@clenergy.com.cn](mailto:hr@clenergy.com.cn) to have a talk with Eilene Lin or Helena Hong.