



## **Job Description- Sales Engineer (KR)**

### **Company Summary:**

Clenergy ([www.clenergy.com](http://www.clenergy.com)) is a public company listed in Shanghai stock exchange, a high-tech company which specializes in product (manufacturing), Service (project development and EPC) and investment. Clenergy was founded in 2007; Headquartered in Xiamen, China. Clenergy's high-quality mounting systems with innovation and service established strong market presentation in Australia, Japan and AP region.

With its footprint across the world, Clenergy has grown to a passionate, globally renowned renewable energy company, and has set up the mature sales channel in China, Southeast Asia, Japan and Australia. Clenergy is an equal opportunity employer. Now we are looking to expand our business operation in Korea. We sincerely invite sales marketing talents to join Clenergy and create new success with us.

### **General Description:**

The sales engineer is to work based in Korea, reporting to the regional manager. To develop new business opportunities with a view to growing the sales revenues in target markets. To develop and manage an opportunity pipeline, to prepare sales related documentation and to liaise with customers on a regular basis.

### **Main Duties and Responsibilities:**

- Establishes new accounts and services accounts by identifying potential customers;
  - ✓ Plan and organize sales call and visit potential clients to design and provide technical support;
  - ✓ Make technical presentations and demonstrate how a product/solution will meet client needs;
  - ✓ Work together with engineers in HQ and clients on design, quotation, BOM, calculation, installation guideline, related standards
  - ✓ Selling our solutions to achieve individual and department's revenue target.
  - ✓ ensure delivery and customer satisfaction, after-sales support services;
  - ✓ Key clients' relationship management.

- Project management:
  - ✓ Coordinate with HQ to finalized mounting system according to Korean standards including product modification, testing, installation guideline, stress calculation, wind load calculation, product datasheet, etc;
- Installation support/ training/ Product technical support/ training for Sales, Distributors and partners;
- Prepare product marketing and technical collateral.
- To support marketing by attending trade shows, conferences and other marketing events;
- Provide market intelligence to R&D team for product concept and development.
- Market-researching, understand the products available in the markets.
- Product improvement, provide market intelligence to R&D team for product development.
- Other tasks or duties assigned by the company management.

### **Required Qualifications, Experience and Skills:**

- At least bachelor degree / diploma in structural engineering or civil engineering major is preferred
- A minimum of 2 - 3 years' experience in racking product-mounting systems, or PV racking structure, or EPC, or project development in Korea;
- Familiar with Korean renewable energy's policies, pricing, markets and competitors' situations;
- Excellent Korean verbal and written communications skills;
- Native speaker or excellent command in Korean and English is mandatory. Additional languages (such as Chinese) are an asset
- Motivated, high energy, good with people and comfortable with group presentations;
- Comfortable in working in a multinational environment;

### **Note:**

The company reserves the right to change the duties and responsibilities of this position at its own discretion.

### **Compensation and Benefits:**

Clenergy offers a competitive salary plus fully comprehensive benefits and performance incentive package based on an annual objective achievement. This is a full-time position.

If these describes you and you want to work for a company that delivers quality products, innovation and exemplary service to its partners, then please apply immediately by sending your application including your latest revised CV plus cover letter at [hr@clenergy.com.cn](mailto:hr@clenergy.com.cn) to have a talk with Eilene Lin, or Helena Hong.