



## 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

## Partner 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 Partner Development Manager your primary goal is to drive sales growth through a network of distributors and agents. Furthermore, to optimize our product portfolio and adapt it to the market needs of the relevant markets. You create go-to-market plans and implement them together with our partners.

You should work towards the realization of these plans by liaising with our partners regularly, creating relevant support documentation and participating in product trainings and trade events.

### What does the role involve?

- Prepare and execute distribution sales plans for the assigned region by ensuring revenue & profitability targets.
- Evaluate existing, and identify new and potential partners in the wholesale solar market.
- Design, implement and monitor sales and marketing initiatives (partner visits, campaigns/events, product trainings).
- Coordinate with engineering and marketing department to continuously optimize the product offering.
- Ensure channel profitability and safeguard the on-time and in-full deliveries by coordinating with logistics team.
- Create relevant Partner Approval and Partner Incentive Plans with a view to optimize operative profitability.
- Liaise with partners at different markets from a multitude of locations and backgrounds.

### What you need is:

- Academic degree in the area of economics, business administration and/or engineering (MBA preferred).
- Sales and partner/channel development experience in industrial products (relevant experience from the solar market would be highly advantageous).
- 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 creating longterm partnerships.
- 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.