



## JOB DESCRIPTION

### **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 Europe.

**Job Title:** Country Manager, Regional Manager, Senior Sales Manager

**Reports to:** VP International Sales and Marketing

**Location:** Hamburg, Germany

### **General Description:**

Taking the overall charge for the European region as required from time to time, you are responsible for setting up rapidly the racking sales channel in the major countries in Europe like but not limited to: Germany, Netherlands, Spain, France and UK, Building the long-term cooperation relationship with top 5 distributors & EPCs in these countries, maintaining relationship with regional Key clients/ business partners. Leading the sales and customer services team to archive the annual sales, profit and expenses target.

You will work with both internal and external department, like: legal and tax advisor in Germany and technical and production departments in China. Travels is a must.

### **Primary Objectives and Responsibilities:**

- Develop annual budget planning and detailed annual business operating plan according to Clenergy's overall strategy.
- Lead the sales team accomplish the appointed regional PV racking sales target, responsible to achieve profit and revenue, cash and quality targets.
- Set up the distribution channel, sell products and services to key accounts.
- Take lead and responsible for marketing issues such as the website and solar events exhibitions.
- Set up the warehouse and logistic.
- Recruit and manage PV racking sales team, incl. performance monitoring, mentoring and training.
- Trouble shooting and problem solving.
- Deliver as well as monthly, quarterly or annual targets for revenue, profits and cash.
- Produce business performance reports on a monthly or quarterly basis.

**Required Qualifications, Experience and Skills:**

- Educated to bachelor degree level or equivalent, major in economic, structure engineer and civil engineer major is preferred.
- At least 3 years solar PV business development, sales, marketing and management experiences in Europe; Have a proven track record demonstrating their understanding and business acumen.
- Knowledge and experience of PV industry, fully understand the EU mainstream racking products and services.
- Familiar with EU renewable law, pricing, markets and competitors situations.
- Good negotiation skills, Excellent interpersonal skills at all levels, including people-management, leadership and both written and verbal communication skills.
- Wide distribution resources, Excellent networking skills.
- Solid understanding of budgeting and financial planning is essential.
- Ability to recruit, train, manage staff and monitor, incentive team members' performance.
- Fluency in German and English, other languages will be advantages.

**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 this describes you and you want to work for a company that delivers quality products, innovation and exemplary service to its partners then please apply now at [hr@clenergy.com.cn](mailto:hr@clenergy.com.cn)**

**(Please submit cover letter and resume to us with subject mention the position you are applying for, thank you!)**