



JOB DESCRIPTION

Company Summary:

Clenergy (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: Technical Sales, Sales Engineer, BDM

Reports to: Country Manager

Location: Hamburg, Germany

General Description:

To develop new business opportunities with a view to growing the sales revenues in the EU region. To develop and manage an opportunity pipeline, to prepare sales related documentation and to liaise with customers on a regular basis.

Main Responsibilities:

- Prepare sales plan and marketing plan for the region and continue evaluate sales strategies.
- Set up the distribution channel in the appointed countries, develop and manage an opportunity pipeline that supports the company's growth strategy.
- Develop the new distributors and maintain effective customer and partner relations with solar product installers, distributors, wholesalers, traders, etc.
- Work closely with channel clients and understand their needs and help them to win market share.
- Manage the products to ensure that they comply with regulatory requirements, to improve the process, and so on.
- Coordinate with technical and service departments for all the related after-sales issues.
- Provide market and product intelligence(including competitor analysis, etc) to international marketing and product development teams.

Required Qualifications, Experience and Skills:

- At least bachelor diploma and MBA, economic, structure engineer and civil engineer major is preferred.

- At least 3 years solar business development or sales experiences in Europe.
- Proven experience and track record in solar products such as PV mounting/racking systems, etc.
- Wide distribution resources.
- Familiar with EU mainstream racking products.
- Good understanding of EU renewable law, pricing, markets and competitors situations.
- Comfortable working in a multinational environment.
- Able to travel domestic and international.
- Fluency in German and English verbal and written communication skills are a must, 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

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