

Job Details

Position: Sales Business Development Manager

Location: Manila, the Philippines

Status: Full Time

Job Category: Sales/Business Development

Industry: Renewable Energy, Solar PV industry

Education Required: Bachelor's Degree

Years of Experience: 5 Years plus Solar PV sales or business development background/experience

General Description:

Taking multitasks in the sales department; he or she is responsible to develop sales prospects, develop local partnerships and distribution channels. Take responsibilities for the regional Target as set, achievement of Profit figures, sales figures and customer relation and acquisition, work with marketing, Finance and technical and support staff to achieve the Companies objectives and targets.

Main Objectives:

- Build and maintain long-term partner relationship with Key Clients, and provide solutions to them.
- Management and delivery of projects according to schedule, budget, targets, client satisfaction, and internal installation standards of the company.
- Provision of solutions and related services to clients.
- Achievement of individual and group targets through continuous improvement in work effectiveness, efficiency and team work.

Main Duties & Responsibilities:

- Clients' relationship development and management.
- Selling our solutions to clients and achieve department's revenue target.
- International project management and internal coordination with related functional departments.
- Project preparation-System Design, project schedule, budget review, sales order, kick off meetings.
- Generation of project documentation. System over view, equipment list, function list, engineering package, site diagrams and photographs etc.
- Site meetings and coordination, preparation and distribution of meeting minutes, coordination with client, vendors and general contractors, and sub contractors.
- Trouble shooting and problem solving.
- Proficiency in renewable energy solutions and related technology. Continuous improvement in one's ability.

Position Requirements:

- Five years plus sales or business development experiences or account management experiences is a MUST, and with proven track record;
- Three years sales or business development experience in solar energy industry is preferred.
- Expert possessing proven experience and track record in solar energy products incl. PV panels, inverters, and solar mounting/racking systems.
- Good understanding of regulatory requirements in the solar industry.
- Comfortable working in a multinational environment.
- Good verbal and written communication skills are a must.
- Strong computer skills and including MS-Office suite, industry standard CRM, web meeting and presentation tools.
- Ability to travel domestic and international.

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 submitting cover letter and resume to us, thank you!