

**Position:** Sales Engineer

**Location:** Manila, Philippines;

### **The Position**

Now we provide an opening for a Sales Engineer, which is to provide solar energy system design, product and solution to current and potential customers. Your role will be responsible for all aspects of sales, engineering design, analysis and technical support of solar PV systems.

You will work closely with our global team, key customers and partners and with local certification and industry bodies. The individual must be interested and able to work in a multi-national and cultural environment to draw on resources in other locations

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

- Establishes new accounts and services accounts by identifying potential customers;
- Plan and organize sales call schedule and travel to visit potential clients to design and provide technical support;
- Make technical presentations and demonstrate how a product/solution will meet client needs;
- Negotiate and accomplish sales by negotiating and agreeing terms and conditions;
- Be responsible for client including pre-sales, design, quotations, close sales, ensure delivery and customer satisfaction, after-sales support services;
- Responsible to meet regular sales targets;
- To support marketing by attending trade shows, conferences and other marketing events;
- Liaise with other members of the sales team and other technical experts;
- Prepare product marketing and technical collateral.
- Provide market intelligence to R&D team for product concept and development.
- Assist Superior Manager as directed;

### **Knowledge and Skill Requirements:**

- Electrical or mechanical degree or equivalent experience with minimum 1~2 years in a sales/technical sales/customer service environment, preferably in solar energy industry;
- Mechanical/Electrical knowledge of solar mounting systems.
- Knowledge of solar power system design preferred.
- Thorough knowledge of renewable energy market and regulations in the Philippines.
- Strong organizational skills with attention to details.
- Strong problem solving skills.
- Ability to provide a professional presentation to consumers, dealers, distributors and service providers.
- Strong customer service skills and a desire to provide an exceptional level of service to all customers, internal and external.
- Must have a drive to be the best in all we do. Overseas trips may be required for training and meetings.

**If this describes you and you are interested to work in the company delivers innovation, quality and exemplary service to its partners please apply now at [hr@clenergy.com.cn](mailto:hr@clenergy.com.cn), thank you!**