



Job Description-Business Development Manager

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 International emerging markets, Europe and Asia-Pacific. We sincerely invite sales marketing talents to join Clenergy and create new success with us.

General Description:

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

Main Duties and 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:

1. BDM for Emerging Market

Reports to: Emerging Market Director

Location: XM China, Dubai, Columbia, Chile, South Africa, Brazil, Mexico

- At least bachelor diploma and MBA, economic, structure/civil engineer major are preferred.
- At least 3 years solar business development or sales experiences in emerging market.
- Proven experience and track record in solar products such as PV mounting/racking systems, etc.
- Familiar with target emerging market PV policies and regulations;
- Good understanding of emerging market renewable law, pricing, markets and competitors situations.
- Comfortable working in a multinational environment.
- Able to travel domestic and international.
- Fluency in English or Portuguese or Spanish, verbal and written communication skills are a must, other languages will be advantages.

2. BDM for Europe

Reports to: EU Country Manager

Location: Hamburg, Germany

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

3. BDM for Asia-Pacific

Reports to: AP Regional Manager Location: Xiamen, China

- Bachelor degree or above, major in business English, marketing, business administration, etc., English 6 or above, fluent in listening, speaking, reading and writing;
- With 2 or more years of relevant business development and sales experience in managing
- Experience in Solar PV mounting products with existing customers' base in Taiwan/Malaysia/Philippines/Korea or other South-east Asia countries will be added advantage;
- Have strong copywriting ability and proficient in MS OFFICE software;
- Master the basic business etiquette, fluent in business correspondence and possess business negotiation skills;
- Excellent organizational skills, strong teamwork, positive attitude and good communication skills;
- Able to work independently and willing to travel overseas within Asia for business trips;
- Understanding of CAD drawings, mechanical designs and electronics schematics is preferred;

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 these describes you and you want to work for a company that delivers quality products, innovation and exemplary service to its partners, then please apply immediately by sending your application including your latest revised CV at hr@clenergy.com.cn to have a talk with Eilene Lin, Helena Hong or Lily Peng.