

**Position: Senior Sales Engineer      Location: Bangkok, Thailand**

**The Position**

The Senior Sales Engineer is responsible to developing both new business opportunities and existing customer or partner relationships with a view to growing the sales revenues in the assigned territory. The applicant will use their sales experience to develop and manage an opportunity pipeline, to prepare sales related documentation and to liaise with customers on a regular basis.

**Duties & Responsibilities:**

- To train the sales engineers to accomplish sales, identify and prioritize new business prospects.
- Prepare sales plan and marketing plan for the region and continue evaluate sales strategies.
- Ensure all deals meet revenue and margin expectations.
- Develop and manage an opportunity pipeline that supports the company's growth strategy
- Visit potential customer locations for making presentations and identifying key decisions makers;
- Maintain effective customer and partner relations with solar product installers, distributors, wholesalers, traders, etc.
- Manage the products to ensure that they comply with regulatory requirements, deal with ISO issues, 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

**Position Requirements:**

- 5 years plus sales or business development experiences or account management experiences is a MUST, and with proven track record, strong technical knowledge or background;
- 3 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 Thailand solar industry.
- Comfortable working in a multinational environment.
- Good English and Thai 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 you are interested kindly please apply at [hr@clenergy.com.cn](mailto:hr@clenergy.com.cn) now. Thank you!**