



Job Description- Sales Engineer

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:

- Establishes new accounts and services accounts by identifying potential customers;
 - ✓ Plan and organize sales call and visit potential clients to design and provide technical support;
 - ✓ Make technical presentations and demonstrate how a product/solution will meet client needs;
 - ✓ Work together with engineers in HQ and clients on design, quotation, BOM, calculation, installation guideline, related standards
 - ✓ Selling our solutions to achieve individual and department's revenue target.
 - ✓ ensure delivery and customer satisfaction, after-sales support services;
 - ✓ Key clients' relationship management.
- Project management:
 - ✓ Coordinate with HQ to finalized mounting system according to Vietnam standards including product modification, testing, installation guideline, stress calculation, wind load calculation, product datasheet, etc;

- Installation support/ training/ Product technical support/ training for Sales, Distributors and partners;
- Prepare product marketing and technical collateral.
- To support marketing by attending trade shows, conferences and other marketing events;
- Provide market intelligence to R&D team for product concept and development.
- Market-researching, understand the products available in the markets.
- Product improvement, provide market intelligence to R&D team for product development.
- Other tasks or duties assigned by the company management.

Required Qualifications, Experience and Skills:

1. Sales Engineer for Emerging Market

Reports to: Emerging Market Director

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

- At least bachelor diploma and structure engineer and civil engineer major is preferred
- A minimum of 3 years experience in racking product-mounting systems, or PV racking structure, or EPC, or overseas project development in emerging markets(Such as South America, Africa, Middle East,etc.);
- Familiar with emerging markets renewable law, pricing, markets and competitors situations.
- Excellent verbal and written communications skills;
- Fluency in English, other languages will be advantages
- Motivated, high energy, good with people and comfortable with group presentations;
- Comfortable in working in a multinational environment;

2. Sales Engineer for Vietnam

Reports to: Country Manager

Location: Ho Chi Minh City, Vietnam

- Mechanical/ Civil/ Structure Engineer or equivalent experience
- Minimum 1~2 years in PV mounting structure or construction or Solar Energy
- Have passion in Solar Energy
- Have knowledge on Vietnamese structure standards/ wind load standard/ solar regulation
- English is a must, Chinese is preferable
- Coordination skill, problem solving skills, hard-working
- Can stay at site
- Pay attention to details, and initiate to protect future problems and risks
- Can do Attitude
- Upcountry/ Overseas trips may be required for training and meetings

3. Sales Engineer for Thailand

Reports to: Country Manager

Location: Bangkok, Thailand

- Mechanical/ Civil/ Structure Engineer or equivalent experience
- Minimum 1~2 years in PV mounting structure or construction or Solar Energy
- Have passion in Solar Energy
- Have knowledge on Thai structure standards/ windload standard/ solar regulation
- English is a must, Chinese is preferable
- Coordination skill, problem solving skills, hard-working
- Can stay at site
- Pay attention to details, and initiate to protect future problems and risks
- Can do Attitude
- Upcountry/ Overseas trips may be required for training and meetings.

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.