

**Position:** Solar Distribution Sales - HK/South East Asia

**Location:** Hong Kong

PROINSO is a global leader in the solar energy market offering distribution and integration, technology and project development services for solar projects. Our strong export growth and professionalism have been recognised by the UK government which awarded us with the 2018 Queen's Award for Enterprise, the highest accolade for business success in the UK.

We are looking for professionals with experience in a sales role in solar industry. The equipment sales roles involve identifying new client through South East Asia, negotiating contracts and liaising with wider team for successful contract execution. The candidate would be based out of PROINSO's regional office in Hong Kong.

**Job description:**

- Developing and implementing strategic sales plans to achieve corporate goals
- Developing distributed Solar PV and Storage applications for commercial and industrial customers
- Preparing tailor-made technical sales proposals optimised according to clients' business objectives
- Working with the team on technical proposals for corporate clients and project tenders
- Advising clients on optimal PV components and brands based on their requirements
- Determining customer needs and price sensitivity to define the optimal gross margin
- Delivering technical training (live sessions and webinars) to PROINSO's clients
- Representing company at trade events
- Meeting with new clients and strengthening relationships with the existing clients
- Maintaining and reporting sales activity through Zoho CRM
- Preparing periodic sales reports showing sales volume, potential sales and growth areas

**Minimum Qualifications:**

- Education: Bachelor's degree in finance, engineering, economics, business or a related field
- Language skills: fluency in English and preferably in Cantonese
- Profile: intelligent & articulate, with strong business aptitude and high level of personal integrity

**Preferable**

- Experience: in sales of solar energy equipment
- Experience: in development of solar energy projects

**We offer:**

- Opportunity to work for an industry leader with strong brand recognition
- Global role with business travel throughout Europe, Asia and Latin America
- Salary with bonus structure



## ABOUT PROINSO

[www.proinso.net](http://www.proinso.net)

PROINSO is a global leader in the solar energy market with business units in distribution and integration, technology and project development services. We offer a full-service portfolio for solar projects of all scales including: procurement, engineering, project development, finance and construction. PROINSO's Qualified Installer Network is our go-to workforce for installation and O&M services; counting over 2,500 certified solar installers.

PROINSO has been trusted by blue-chip companies and governments around the world. Since our establishment in 2006 PROINSO has supplied over 2.7GW of projects and has operations on 5 continents. PROINSO is a recipient of the 2018 Queen's Award for Enterprise, the highest accolade for business success in the UK, in recognition of its outstanding performance.

### **Please state expected salary/salary expectations when submitting your application**

Due to the number of applications, should you not hear from us within one week then please assume your application has been unsuccessful. If your application is successful, we will contact you to discuss the opportunity in more detail within 5 working days of receiving your application.

**Please no agencies. All candidates should apply directly through PROINSO.**

