

**Position:** Solar Sales - South East Asia

**Location:** South East Asia

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 currently looking for two positions 1) for someone focused on sales through-out the region 2) someone with leadership and management experience in sales and business development.

The equipment sales roles involve identifying new clients 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 with possibility of travel.

**Job description:**

- Developing and implementing strategic sales plans to achieve corporate goals
- Meeting with new clients and strengthening relationships with the existing clients
- Developing distributed Solar PV and Storage applications for commercial and industrial customers
- Preparing tailor-made sales proposals optimised according to clients' business objectives
- Working with the team on 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
- Representing company at trade events
- 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.
- Profile: intelligent & articulate, with strong business aptitude and high level of personal integrity

**Preferable**

- Experience: in sales of solar energy equipment

**We offer:**

- Opportunity to work for an industry leader with strong brand recognition
- Business travel overseas
- Salary with a very generous 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.**

