

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

**Location:** Hong Kong or any country in 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 looking for professionals with previous experience in a sales role within the solar industry. The sales role will involve identifying new clients throughout South East Asia, negotiating contracts and liaising with the wider team for successful contract execution. The candidate would be based out of PROINSO's regional office in Hong Kong or any other South East Asian Country.

**Job description:**

- Developing and implementing strategic sales plans to achieve corporate goals
- Meeting with new clients and strengthening relationships with existing clients
- Closing supply contracts for solar system components including inverters, mounting structures and PV modules
- 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 the company at trade events
- Maintaining and reporting sales activity through Pipedrive CRM
- Preparing periodic sales reports showing sales volume, potential sales and growth areas

**Minimum Qualifications:**

- Education: Bachelor's degree preferred
- Language skills: fluency in English
- Profile: intelligent & articulate with a strong business aptitude and a high level of personal integrity

**Preferable**

- Experience working within South East Asia's renewable energy market
- Familiar with Southeast Asia Renewable Energy Markets and a strong network of stakeholders within the industry



**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 offering solar projects of all scales with a full-service portfolio including advisory, procurement, engineering, project development, finance and construction services. Since our establishment in 2006 PROINSO has supplied over 3.5GW of projects for blue-chip companies and public institutions, and has established operations on 5 continents. In 2018 in recognition of its outstanding performance PROINSO received the Queen's Award for Enterprise, the UK's highest accolade for business success.

**Please state your salary expectations when submitting your application**

Due to the number of applications received should you not hear from us within three weeks then please assume your application has been unsuccessful. If your application is successful we will contact you directly to discuss the opportunity in more detail

**No agencies please. All candidates should apply directly through PROINSO.**

