

Position: Manager of Solar Distribution - South East Asia

Location: South East Asia (flexible)

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 business development roles 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.

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 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 strong business aptitude and high level of personal integrity

Preferable



- Experience: in sales of solar energy equipment
- 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
- Base salary with a very generous bonus structure

ABOUT PROINSO

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 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 10 working days of receiving your application.

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

