

Position: Sales Associate

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.

- Work with the Business Development and Operations team for demand planning, order planning, logistics and warehouse management.
- Source new customers and partners mainly in the solar market and maintaining strong relationships with existing clients.
- Actively pursue leads with solar installers and distributors.
- Keep informed about the industry news, trends, products, services, competitors and report to Business Development regularly.
- Understand customer requirements and develop work with global partners to promote sales.
- Improve market share by increasing sales accounts and developing new client relationships.
- Timely monitoring of leads movement and progress.
- And other tasks that may be assigned by Management.

Minimum Qualifications:

- Bachelor's Degree in Business, Marketing or Engineering.
- Minimum of 2 years experience in Sales in solar energy related business.
- Has ability to develop and deliver presentations
- Work requires professional written communication, verbal communication, and interpersonal skills.
- Work requires willingness to travel to have a flexible schedule



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.

