

Job Opportunity: Business Development Manager (Solar)

JOBS DESCRIPTION:

- To help in growing businesses by identify and researching sales leads, pitch products or services to new clients and maintain a good working relationship with all customers.
- Soliciting new business opportunities, arranging appointments and setting up meetings.
- Planning and preparing presentations.
- Support comprehensive and sustainable solar PV solutions Project Management in the successful delivery of rooftop and ground-mounted solar PV projects.
- Responsible for support and work with Project Teams to assist in project schedules, budgets, procurement, on- time delivery of projects, commissioning, and reporting. Liaise with customer to identify and define requirements, scope and objectives.
- Analysing customer feedback data to determine whether customers are satisfied with company products and services.
- Providing insight into product/system development and competitive positioning.
- Meet or exceed sales call activity goals for new sales
- Conducting market research to identify new business opportunities
- Job Accountabilities
- Meeting with potential customers to present company offerings and negotiate business deals.
- Effectively manage prospects by developing and executing on a sales plan and maintain key information in the internal database on a weekly basis.
- To grow existing client base with new leads.
- Using in depth industry and company knowledge, prepare complex proposals, get them approved internally and then deliver them using effective presentations.
- Other duties deemed fit by the General Manager or the management.

REQUIREMENTS AND QUALIFICATIONS:

- Degree in Engineering, Marketing, Business Administration or equivalent with engineering/technical background and commercial acumen.
- Process knowledge of and communicate the Solar PV solution and roof-top solar technologies, and its' competitive advantages.
- Good English written and verbal communication skills, and good presentation skills
- Fluent in Word, Excel, Outlook, Power Point and MS Project.
- Solid organizational skills, including multitasking and time-management
- Experienced in reading engineering drawings, good mechanical and electrical aptitude
- Propose customer solutions that are compliant with appropriate local, state and federal regulations.

- Familiarity with risk management and quality assurance control
- Familiar with financial evaluations of solar projects
- Exceptional negotiation and decision-making skills
- Excellent analytical and problem-solving abilities
- Attention to details even under pressure
- Strong client-facing and teamwork skills
- Travelling within and outside the country (SEA), are inherent for the above position.