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| <b>Professional Type</b>   | Business Development  |
| <b>Position</b>            | Account sales manager -Europe   |
| <b>Working Location</b>    | Amsterdam   |
| <b>Academic Background</b> | Bachelor, Electronic engineering is plus  |
| <b>English Proficiency</b> | Business Level  |
| <b>Qualification</b>       | <ul style="list-style-type: none"> <li>•Bachelor's degree or equivalent experience</li> <li>•3+ years business development experience in PV solar, battery storage, Hydrogen industry</li> <li>•Strong communication and interpersonal skills</li> <li>•Proven knowledge in PVsys and related simulation software</li> <li>•Focused and goal-oriented</li> <li>•Contract negotiation skills in business-to-business relationships</li> <li>•Demonstrated success in working in a global organization</li> <li>•Experience in channel key account development and management</li> <li>•Willingness to travel up to 30%, as required (and depending on location)</li> </ul>   |
| <b>Job Description</b>     | <p>The ideal candidate will generate and engage with business partners to build new business for the company. This candidate will be focused and have strong network in the renewable energy industry. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.</p> <ul style="list-style-type: none"> <li>•Identifies opportunities at existing and potential new customers within defined geographical area, and determines plans for acquisition and allocates resources.</li> <li>•Develop new relationships in an effort to grow business and help company expand in Europe market</li> <li>•Maintain and grow existing business</li> <li>•Coordinates the flow of information for sales activities and transactions, including leads, billings, orders, contracts, etc. and evaluates data to ensure achievement of goals.</li> </ul> <p>Monitors and provides reports to the Sales VP on market intelligence</p> <ul style="list-style-type: none"> <li>•Evaluate customer requests and maintain high service levels with timely responses to pricing.</li> </ul> |
| <b>Interested?</b>         | If you would like to apply please send your application letter and CV to Albert Lin at <a href="mailto:albert.lin@hanergy.eu">albert.lin@hanergy.eu</a> .   |