



*Do you enjoy taking ownership and being responsible for your own internal business portfolio? Do you thrive in building strong relationships and inspiring partners about new products and services? If your answer is “yes”, you might have what it takes to be the next Sales Manager to join our team!*

**Sinovoltaics Group** is hiring a Sales Manager responsible to market and sell our complete range of PV De-Risking services in Europe; The ideal candidate is located in Spain. This role requires proven sales experience, involves travel in Europe and requires proficiency of the English + Spanish language.

#### JOB OVERVIEW

<b>JOB TITLE</b>	Sales Manager
<b>DEPARTMENT</b>	Sales Department
<b>LOCATION</b>	Spain
<b>REPORTS TO</b>	Managing Director
<b>SALARY</b>	Competitive, based on profile and experience

#### JOB DESCRIPTION

As a Sales Manager, you will be responsible for introducing our De-Risking services to potential clients in Europe. Your clients will be the solar plant developers, EPCs and financiers in the PV industry. Your work involves approximately 50% travel in Europe.

Sinovoltaics is looking for a strong personality, proven sales performance and a ‘**whatever it takes**’ mentality. This position offers strong incentives for a high performing Sales. Experience in the solar energy industry is required.

Sinovoltaics Group is a performance-based company that offers career advancement and competitive compensation, including bonus.

#### DUTIES & RESPONSIBILITIES

- 1. Manage your pipeline:** Prepare and build your sales pipeline, identify specific targets and create accurate forecasts
- 2. Achieve sales targets:** Plan and prioritize sales activities and customer/prospect contact towards achieving business aims and revenue targets

3. **Report:** Prepare a variety of status reports, including activity, closings, follow-up, and growth against targets
4. **Organize:** Maintain all client records in CRM software and keep records up-to-date
5. **Market our services:** Create visibility amongst potential customers and achieve a realistic and ambitious sales target. Oversee creation of marketing materials, such as brochures and press releases
6. **Understand the market:** Monitor and report on market intelligence and provide relevant reports

#### EDUCATION & TRAINING

Bachelor's Degree or higher. Experience in the solar energy industry is required.

#### EXPERIENCE

1. Minimum 2 years experience in business development and/or sales management, B2B.
2. Experience in the solar energy industry is required.

#### SKILLS & ABILITIES

1. Good command of spoken and written English + Spanish, any other language is a plus
2. Excellent communication and presentation skills, able to communicate on C-level.
3. Good customer service attitude and strong at problem solving
4. Team player; able to effectively interact with colleagues and business partners across the company
5. Ability to work under pressure
6. Entrepreneurial mindset, pro-active, sense of responsibility and can work independently

## About Sinovoltaics Group

Sinovoltaics Group is a **Dutch-German** managed quality assurance, product engineering and technical compliance consulting firm, specialized in de-risking of solar photovoltaic assets and investments. The company was founded in 2009 and is headquartered in Hong Kong, with subsidiaries in China, USA and Spain.

When working for Sinovoltaics Group, you'll join a team of dedicated professionals with a passion for solar energy and energy storage. You will enjoy in-house training, excellent compensation and a high degree of autonomy. High performance and strong work ethic is expected.

Please submit applications with motivation to: [HR@sinovoltaics.com](mailto:HR@sinovoltaics.com)

[www.sinovoltaics.com](http://www.sinovoltaics.com)