

Sr Sales Manager - Wind Energy

Job Type: Permanent

Location: Beijing/Shanghai

Report Line: Deputy GM, closely connected to global team

Our Clients

Our clients is a world leading certification provider of technical services. The global team is looking for a **Senior Sales Manager** for wind energy sector with a high affinity for technical services to strengthen the business in Asia.

The Responsibilities of the Role

- Drive business development activities (e.g. market research, marketing material, target customer lists, client interaction) of the wind department in line with the global wind strategy.
- Develop sales presentations for target clients in the wind industry.
- Promote in particular certification services to global as well as local manufacturers in Asia in close cooperation with the Certification Body overseas.
- Define work scope and prepare proposals for the certification of wind turbines and type certification services closely together with the technical experts.
- Negotiate service contracts with clients.
- Represent on wind fairs and wind industry meetings.
- Being responsible for order-intakes.
- Interact with clients and contribute with a reliable industry network.

Requirements

- Bachelor's degree or above in Business (Engineering), Renewable Energy or, Mechanical Engineering.
- Professional experience of at least 7 years in a sales role of leading, international Testing Inspection Certification (TIC) services or technical advisory firms with focus on the wind industry.
- Solid technical understanding of wind turbine system level in terms of design, production, component & wind turbine proto-type testing and certification requirement as per IEC/ IECRE standards and guidelines.
- Existing, reliable network to the different wind turbine manufacturers, preferably in Asia
- Excellent communication skills (Chinese and English) and experienced in contract negotiation.
- Cross-cultural experience.
- Team player with positive mindset and willingness to travel.

The Green Recruitment Company is an Employment Business for interim, contract and temporary recruitment and acts as an Employment Agency in relation to permanent vacancies.

To apply for this role please contact:

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