



Regional Sales Manager

Job Type: Contract

Location: Home-Base

Our Clients

Our client is one of world's leading large-scale scientific & PV manufacturing company (cells and modules). They are looking for the home-based sales manager, covering APAC area.

The Responsibilities of the Role

- Evaluate market conditions, including market trend and competitors, prepare sales development plans and define new business directions, broaden business channel and expand the market share.
- Initiate engagement with target accounts and lead the opportunity development process in alignment, take the lead role in positioning and selling "Talesun" brand products and services.
- Actively lead the optimization of the building-level sales process through information sharing, training, goal setting, management of the sales pipeline and key KPIs.
- Define key sales & marketing strategies for the region, budgets required to deliver and drive successful execution to achieve results, lead qualification, prospecting, pipeline building and opportunity identification.
- Provide innovate, scalable solutions including data management and sale processes to achieve team goals.
- Work cross-functionally with other department to customize offering and contractual agreements to larger clients.

Requirements

- Bachelor's degree or above, Minimum 3-5 years working experience in sale in the PV sector.
- Already had existing network in responsible region with EPC companies & solar components wholesalers.
- Experience producing exceptional results.
- Highly collaborative and great with people, will be a good listener and create relationship quickly with colleagues and partners in the business.
- Should be ready to travel frequently, actively motivated.

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:

Vivienne Zhang
+86 10 6580 2451
Vivienne@greenrecruitmentcompany.com