

Job title : Sales Manager - Germany + Spain

Department : Sales Department

Industry : Solar energy industry

Location : Europe

Reports to : Sales Director / Managing Director

Salary : Competitive

Job Description:

Currently, Sinovoltaics is looking for International Sales Managers for both Germany and Spain.

As our next International Sales Manager, you will be responsible for expanding our client portfolio in Europe, with a focus on Germany and/or Spain. Our clients are involved in the development of large-scale solar energy and energy storage projects, incl: PV project developers, EPCs, and financiers.

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, and an engineering background is preferred.

Responsibilities:

- **Manage your pipeline:** Prepare and build your sales pipeline, identify specific targets and create accurate forecasts.
- **Achieve sales targets:** Plan and prioritize sales activities and customer/prospect contact towards achieving business aims and revenue targets.
- **Report:** Prepare a variety of status reports, including activity, closings, follow-up, and growth against targets.
- **Organize:** Maintain all client records in CRM software and keep records up-to-date.
- **Market our services:** Create visibility amongst potential customers and achieve a realistic and ambitious sales target.
- **Understand the market:** Monitor and report on market intelligence and provide relevant reports.
- **Be a team player:** Work closely with our team, incl. Account Manager and Project Manager
- Work together with the leading companies in the solar energy industry.

Requirements – Skills & Abilities:

- Good command of spoken and written English, German and/or Spanish.
- Excellent communication and presentation skills, able to communicate on C-level.
- Good customer service attitude and strong at problem solving.
- Team player; able to effectively interact with colleagues and business partners across the company.
- Ability to work under pressure.
- Entrepreneurial mindset, pro-active, sense of responsibility, and can work independently.
- Experience in the solar energy industry, preferably in the field of sales and/or testing.

Requirements – Experience:

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

Requirements – Education:

- Bachelor's Degree or higher. An engineering degree is a plus.
- Experience in the solar energy industry is required. In addition, experience in the field of Technical De-Risking / Testing is a plus.

About Sinovoltaics Group (<https://sinovoltaics.com/>)

At Sinovoltaics, we're **Driven to Generate Safe Investments** in the PV industry.

Our services allow companies worldwide to **Invest with Confidence** in solar PV & Energy storage projects.

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 and Vietnam.

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 a strong work ethic are expected.

Please submit applications with motivation to: hr@sinovoltaics.com.