

Sales Manager

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Company: Suntech

Location: United Kingdom

Category: other-general

Job Description:1、 Capture new business opportunities to drive growth2、 Develop new customers, improve the relationship with existing customer3、 Improve market share4、 Align the annual sales target with customers, monitoring performance month over month5、 Negotiate pricing and contract terms, credit line management and Account receivable collections on time6、 100% customer satisfaction from pre-sales support, order fulfillment, payment collection and after-sale service7、 Increase revenues, profitability and cash flow for the company according to established KPIs8、 Support marketing activities and communication, improve the brand image9、 Monitoring competitors' pricing, NPIs and strategies10、 Actively collaborate with Head office teams to get support and feedback the front-line information11、 Regularly business travel to visit existing and potential clients in the regionRequirements 1、 Bachelor, master degree in business, electrical, power or related fields2、 Good understanding of the distribution PV market3、 3+ years B2B sales experience in PV or renewable Energy industry4、 Experience in working for multinational companies, global mindset5、 Proven track record of successful execution of sales targets in previous roles6、 PV technical background is a plus7、 Positive, self-driven, diligent, can-do attitude and a team player8、 Strong negotiation and communication skills, can influence different customer level from procurement team to C-suite9、 A fast learner with street smartOther Requirements 1、 Proficiency both in written and spoken in English2、 Able to travel on a regular basis and/or abroad in a short notice

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