

Utility Sales Manager

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Company: Aiko Energy

Location: United Kingdom

Category: other-general

Responsibilities:1. Identify and grow business opportunities within territory, be responsible for marketing department management, and implement overseas business expansion2. Regularly organize market and customer research, collect market information related to the photovoltaic industry, grasp the market dynamics of the photovoltaic industry, analyze market trends, characteristics, and development trends, analyze sales and market competition development status, and propose improvement plans and measures3. Be Responsible for expanding major customers and breakthroughs in major projects in integrated ground station scenarios, expand and lay out overseas markets, develop sales strategies, guide various regions/departments to develop sales plans and supervise their implementation4. Participate in the construction and optimization of sales project processes, refine strategies, standardize marketing process management and risk management5. Organize and coordinate cross departmental communication, coordinate and cooperate with technical and production ends to ensure sales tasks are assigned and product delivery is achievedRequirements:1. Bachelor's Degree or above, in Business or Engineering and other related majors are preferred2. Minimum 5 years of business experienced in solar involving complex sales over several quarters' sales cycles3. Native speaker in the local language, fluent in English4. Confidence and foresight in prospecting for new business and maintaining existing accounts, Resilience and ability to evolve in a fast-paced industry5. Having major customer resources and connections in the overseas photovoltaic industry6. Ability to negotiate sales deals that contribute to the company's top and bottom lines7. Demonstrated ability to communicate, present, and influence effectively at all levels of the

organization, both external and internal⁸. Excellent relationship building, negotiation and presentation skills

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