

Sales Representative - Solar PV

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Job Information

Recruiter

Michael Page

Job ID

1493116

Industry

Electronics, Semiconductor

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 8 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

September 3rd, 2024 17:03

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

You will be engaged in sales and marketing activities (B2B) for solar panels in Japan. Main customers are trading companies, EPCs, power generation companies, etc.

Client Details

Global Solar Panels and Energy Storage Solutions Manufacturer.

Description

- Engage in building relationships with trading companies, EPCs, power generation companies, etc., and selling solar panels
- Develop potential customers and expand the pipeline
- Set sales targets for solar panels based on sales forecasts for potential and existing customers
- Engage in general sales activities such as customer visits, product presentations, creating quotations, negotiating and concluding contracts, participating in trade shows, and responding to RFIs/RFQs
- Create, update, and manage solar panel sales forecasts and pipelines on Salesforce
- Establish sales targets that contribute to the expansion of Canadian Solar Japan Co., Ltd.'s (CSJ) solar power business, and implement sales measures to achieve those targets
- Work closely with other departments at CSJ throughout the sales process
- Collect market information such as competitors' products, prices, and sales channels
- Execute other tasks as instructed by the Module Sales Department Manager
- Participate in the creation of sales tools including catalogs, and contribute to the popularization of Canadian Solar solar panels in the market and the improvement of brand value.

Job Offer

- Clear targets
- Structure career progression
- Welcoming environment

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

Required Skills

- Sales experience in the renewable energy (especially solar) business field (preferably 3 years or more)
 - Excellent written and oral presentation skills
 - Excellent interpersonal skills, and the ability and experience to work in an international business environment.
 - Able to work under pressure and achieve sales goals and KPIs.
 - Excellent team player
 - Self-starter
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Company Description

Global Solar Panels and Energy Storage Solutions Manufacturer.