

Sales Representative - Solar PV

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1493116

業種

電気・電子・半導体

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 800万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2024年09月03日 17:03

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

日本語レベル

流暢

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.

スキル・資格

- 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

会社説明

Global Solar Panels and Energy Storage Solutions Manufacturer.