

Head of Sales Middle East - AD Energy recruitment

[Apply Now](#)

Company: Talent Pal

Location: dubai

Category: other-general

AD Energy is working with a leading Solar PV manufacturer who is looking to add a key hire to their team. The business has gone through rapid growth in the last 5 years bringing out several highperforming Solar products. They pride themselves on highquality innovative marketleading products for residential commercial and utilityscale markets. We are now looking for a Sales Manager to build and manage the largescale project market and win orders with developers EPCs and IPPs across the Middle East. Key Responsibilities and Tasks: Reporting to the Sales Director on all relevant operational and commercial strategies Take full commercial sales and business development responsibility in the Middle East Undertake market research for strategy refinement and business planning Prepare annual plans monthly sales and sales reports Effectively implement and execute market sales/ commercial strategy Maintain pursue and establish further business relations with EPCs and Developers and to a lesser extent large installers. Pursue a proactive market approach for new client acquisition Keep abreast of influencing market drivers competitive market factors that might potentially affect company market share Successfully and actively work on increasing market share Coordinate internal and external support for sales business development marketing technical service Be an advocate for the brand and company be fully immersed in the product portfolio and developments Participate in industry exhibitions tradeshow conferences and relevant meetings as a leading company representative Key Requirements: A minimum of 5 years local sales leadership experience within the Solar PV Industry Indepth and extensive PV market knowledge and technical product ability enthusiasm for innovation Direct commercial experience and knowledge of PV Systems would be highly

advantageous Possess an established network with credible distributors and installers and EPCs Strong business acumen negotiation and communication skills Strategic and flexible nature able to adapt accordingly to high pressure and dynamic market Ability to prioritize highpriority demands and workloads work effectively in an intense environment Ability to be a keen and supportive team player Commercial and solutionsorientated Detailorientated a good problem solver Fluent English language ability.On offer is a competitive salary plus a strong bonus and car allowance as well as significant longterm incentives. Please get in touch to discuss this in more detail.More jobs on

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Head of Sales Middle East - AD Energy recruitment Findfreelancerjobs Jobs dubai Findfreelancerjobs ↗](#)
2. [Head of Sales Middle East - AD Energy recruitment LaboratoryjobsJobs dubai Laboratoryjobs ↗](#)
3. [Head of Sales Middle East - AD Energy recruitment Warsawjobs Jobs dubai Warsawjobs ↗](#)
4. [Head of Sales Middle East - AD Energy recruitment PandajobsJobs dubai Pandajobs ↗](#)
5. [Head of Sales Middle East - AD Energy recruitment ExecutivejobsnearmeJobs dubai Executivejobsnearme ↗](#)
6. [Head of Sales Middle East - AD Energy recruitment Flutterjobsnearme Jobs dubai Flutterjobsnearme ↗](#)
7. [Head of Sales Middle East - AD Energy recruitment Socialnetworkingjobfinder Jobs dubai Socialnetworkingjobfinder ↗](#)
8. [Head of Sales Middle East - AD Energy recruitment Cardiologistjobs Jobs dubai Cardiologistjobs ↗](#)
9. [Head of Sales Middle East - AD Energy recruitment Philippinesjobs Jobs dubai](#)

Philippinesjobs ↗

10. Head of Sales Middle East - AD Energy recruitment DallasjobsJobs dubai

Dallasjobs ↗

11. Head of Sales Middle East - AD Energy recruitment Appdeveloperjobs Jobs dubai

Appdeveloperjobs ↗

12. Head of Sales Middle East - AD Energy recruitment SocialworkjobsJobs dubai

Socialworkjobs ↗

13. Head of Sales Middle East - AD Energy recruitment Architecturejobs Jobs dubai

Architecturejobs ↗

14. Head of Sales Middle East - AD Energy recruitment Pilotjobsnearme Jobs dubai

Pilotjobsnearme ↗

15. Head of Sales Middle East - AD Energy recruitment Thecareerjobs Jobs dubai

Thecareerjobs ↗

16. Head of Sales Middle East - AD Energy recruitment HyderabadjobsJobs dubai

Hyderabadjobs ↗

17. Head of Sales Middle East - AD Energy recruitment Projectmanagementjobs Jobs

dubai Projectmanagementjobs ↗

18. Head of Sales Middle East - AD Energy recruitment Free-job-alerts Jobs dubaFree-

job-alerts ↗

19. Head of sales middle east - ad energy recruitment Jobs Dubai ↗

20. AMP Version of Head of sales middle east - ad energy recruitment ↗

21. Head of sales middle east - ad energy recruitment Dubai Jobs ↗

22. Head of sales middle east - ad energy recruitment Jobs Dubai ↗

23. Head of sales middle east - ad energy recruitment Job Search ↗

24. Head of sales middle east - ad energy recruitment Search ↗

25. Head of sales middle east - ad energy recruitment Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/head-of-sales-middle-east-ad-energy-recruitment-dubai-talent-pal-1968-27000/>

Generated on: 2024-04-30 by [Expertini.Com](https://www.expertini.com)