

United Arab Emirates Jobs Expertini®

Solar Panel Energy Key Account Director - Middle East region

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Company: MatchaTalent

Location: abu dhabi

Category: other-general

This role will be remote basis. Manage the Middle East region. About the Company Established in the United States in 2022 by a management team with rich experience in the solar industry our company is dedicated to advancing the clean energy transition with a particular emphasis on solar power. Our core mission is to produce and deliver highperformance reliable solar solutions tailored for the North American market. We pride ourselves on our commitment to sustainability and innovation striving to be at the forefront of the solar energy sector. Backed by the financial strength and global expertise of our parent company one of top 20 global PV module manufacturer we offer an extensive range of solar products and services. Our USbased operations ensure local sales service and support providing a unique blend of local expertise and global excellence. This strategic positioning enables us to meet the evolving needs of our customers while promoting a greener more sustainable future. Responsibilities:Manage customer relationships and develop business opportunities in a multistate territory driving sales and cementing the company market share. Build and maintain strong relationships with existing clients and prospects ensuring that company solutions meet their needs. Generate and contact new leads using various sources and trade publications. Develop strategies to penetrate and grow the customer base within the territory. Achieve targets related to sales volume revenue gross margin and territory management. Manage the entire sales cycle of PV products catering to small utility commercial industrial and residential sectors. Frequently establish and communicate sales forecasts and opportunities. Gather and share competitive and market data to aid in strategic planning. Represent the company at trade shows and conferences to secure new sales

opportunities. Travel up to 50% within the sales territory as required. Establish product bankability to aid clients with financing. Manage aging inventory and meet sales price requirements. Negotiate commercial terms on supply contracts and enhance product adoption over time. Requirements: Remote based Experienced on managing Middle East region. Bachelors or Associate degree in Business Management Administration Engineering Supply Chain or a related field. 8 years of B2B sales experience preferably in the renewable energy industry. Experience in sales support in solar photovoltaic energy storage or related industries is preferred. High proficiency in MS Office applications and Sales Force or similar sales tools. Proven experience in finding and selling to new prospects negotiating deals and managing commercial terms. Strong presentation and communication skills. Fluent in English. Personality: Selfmotivated independent proactive with a strong work ethic and competitive drive. Sales, Business, Development, Solar, PV, Renewable Energy

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