

POWERMAX SOLAR ENERGY IS HIRING

JOB REF NO: PMX/05 /2019



TECHNICAL SALES EXECUTIVE (SOLAR ENERGY)

Powermax solar solutions Limited is one the leading suppliers of solar energy products within East Africa region. The company is seeking to recruit skilled, aggressive and motivated technical sales personnel in their head office located at spur mall along Thika super highway.

Summary of the job description

- Plan, prepare and present persuasive approaches and pitches to potential clients.
- Lead generation for the company's solar energy products in the market
- Preparation of designs ,proposals, Quotations for potential customers and give solutions to their solar energy needs. Organizing for meetings with potential customers with an aim of pitching and demonstration of the company's solar energy products.
- Negotiating proposed solutions with potential customers and closing sales.
- Responsible for professional representation of the company including being neat, pleasant and correctly presenting the company's solar energy solutions to the market.
- Responsible for the achievement of the product's target set by the company
- Responsible for accurate proposal of solutions to meet customers' solar energy needs including the prices quoted.
- Responsible for submitting to the management sales reports for customers met and the progress made in closing the deals.
- Responsible for providing the management with market feedback in regards to the company's solar energy products or the competing products.
- Generate new business
- Identify and grow opportunities by achieving set sales targets.
- Have the ability to work under minimum supervision.

DESIRABLE QUALIFICATIONS

- Degree/Diploma in Electrical/Mechanical Engineering/Technical field OR Sales and Marketing in Solar Energy Solutions.
- At least on 1-2 years' experience in selling of Solar water heating and solar PV solutions.
- Knowledge and skills in preparation of winning sales presentations.
- Good communication and networking skills.
- Excellent planning and organizational skills.
- Customer focused, Self – motivated, Confident and outgoing personality.
- Ability to multi-task and get things done to completion.
- A Team player with good interpersonal and communication skills.
- Good customer care skills.

How to Apply:

Please send your application via email to career@powermaxea.com quoting the job title as subject before **Friday, 14 th June 2019**.

Female candidates who are qualified are encouraged to apply

NOTE ; Only shortlisted candidates will be contacted.