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Position Overview:

Sales Representative - Renewable BU will be responsible for identifying and securing new business opportunities, building and maintaining client relationships, and promoting ENEVO GROUP's portfolio of renewable energy solutions. The ideal candidate will have a strong sales background in the renewable energy, with a passion for sustainable energy solutions.

Company Description

ENEVO Group is a global engineering and automation venture that provides innovative solutions for Industrial Automation, Power Transmission and Distribution, Power Generation and Renewables. With business units in Automation & SCADA, Protection & Control Systems, Dispatch & Data Center, and Product Development, we embrace emerging technologies and are driven by research. Our team consists of young professionals with outstanding academic and career paths, who manage and add value to their respective units through active, problem-solving project work and international experience.

Please go to www.enevogroup.com for more.

For the Renewables Business Unit, we are looking forward to welcoming in the team a new colleague, occupying the position of:

Sales Representative

Key Responsibilities:

- **Business Development:**
 - Identify and pursue new business opportunities within the renewable energy sector, focusing on photovoltaic (PV) projects and other renewable energy solutions.
 - Develop and implement effective sales strategies to achieve sales targets and grow market share.
 - Conduct market research to identify potential clients and emerging trends in the renewable energy industry.
- **Client Relationship Management:**
 - Build and maintain strong relationships with existing and potential clients, understanding their needs and providing tailored solutions.
 - Serve as the primary point of contact for clients, addressing inquiries, providing information, and resolving any issues.
 - Conduct regular client meetings and presentations to showcase ENEVO GROUP's capabilities and project portfolio.
- **Sales Process Management:**
 - Manage the entire sales process, from lead generation and qualification to proposal development and contract negotiation.
 - Prepare and deliver compelling sales presentations, proposals, and quotations to clients.
 - Collaborate with internal teams, including engineering, project management, and finance, to develop accurate and competitive proposals.



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- **Market and Product Knowledge:**
 - Maintain up-to-date knowledge of the renewable energy market, including competitors, industry trends, and regulatory changes.
 - Stay informed about ENEVO GROUP's products, services, and technical capabilities.
 - Provide feedback to the management team on market trends, client needs, and potential product improvements.
- **Reporting and Analysis:**
 - Maintain accurate records of sales activities, client interactions, and pipeline status using CRM software.
 - Prepare regular sales reports and forecasts for the Sales Director and management team.
 - Analyze sales performance data to identify areas for improvement and develop action plans.
- **Networking and Industry Engagement:**
 - Participate in industry conferences, trade shows, and networking events to promote ENEVO GROUP and expand professional networks.
 - Engage with industry associations and organizations to stay connected with the renewable energy community.

Qualifications:

Bachelor's degree in Business, Marketing, Engineering, Renewable Energy, or a related field.

- Minimum of 3-5 years of sales experience, preferably in the renewable energy.
- Proven track record of achieving sales targets and developing new business opportunities.
- Strong understanding of photovoltaic systems and renewable energy technologies.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong client relationships.
- Proficiency in CRM software and other sales tools.
- Self-motivated, goal-oriented, and able to work independently.
- Willingness to travel as needed to meet with clients and attend industry events.

How to Apply: Interested candidates are invited to submit their resume (and additional cover letter and references) to careers@enevogroup.ro with the subject line "Sales Representative – Renewables Application".