

Job Description

Commercial Sales and Product Manager

Company: IBC SOLAR South Africa (Pty) Ltd.
Location: South Africa (Cape Town)
Position: Full time
Senior: Managing Director

Responsibilities

- Technical selling, consultation and support of customers and in respect of the company's PV products and systems in commercial and residential markets with a strong focus on commercial solar and storage solutions.
- Acquisition and development of new customers in the Southern Africa region
- Responsible for price negotiations as well as the conclusion of sales contracts.
- Responsible for reaching sales and profit targets
- Preparation of quotations, client follow up, product and stock consulting and order confirmation to clients.
- Preparing PV designs in the company's design software PV Manager, particularly for commercial solar and storage applications. Commencement of internal and external trainings herein.
- Technical coordination and project management of solar PV Installations and storage applications in cooperation with the company's EPC partners.
- Analyses and assessment of market and customer requirements for new products and solutions.
- Gaining internal knowledge about new products or updates and changes with a strong focus on commercial storage solutions. Internal processing and presentation in the company's knowledgebase and training of colleagues.
- Preparation of new product launches for approval at IBC HQ in the form of gathering and compiling product and market information.
- Active technical and application support of sales staff in the preparation of sales offers in respect of technical and other aspects.
- Analyses and Assessment of market and customer requirements for new products and solutions.
- Support of Product Management and lead project management in the implementation of new products.
- Commencement of regular technical product and system trainings with clients where new products are introduced or system configurations are shown.
- Cooperation and collaboration with the Technical Application Engineers of IBC SOLAR where applicable.

Qualifications

- Bachelor's Degree in Electrical Engineering or Economics is an asset.
- Knowledge and experience in the solar field is a necessity
- Minimum 3 years' experience in the solar industry.
- Excellent written and verbal communication skills required
- Outstanding skillset in the interaction with and servicing of customers, as well as the ability to present and negotiate therein.
- Excellent Afrikaans and English skills
- Willingness to work in a fast-paced, customer facing environment
- Ability to organize, prioritize and effectively multi-task daily and meet deadlines
- Assertive, confident and clear communicator – via e-mail, phone and face-to-face
- Highly proficient with desktop applications such as Adobe Acrobat Professional, MS Office, and Internet Explorer including an ability to learn new IT systems
- Frequent travel within the region
- Must have valid state driver's license