

Sales Manager Eastern EU

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Company: Trina Solar EU MU

Location: Poland

Category: other-general

Responsibilities

Continuously establish and develop business relationships with new and existing customers, expanding sales coverage of the company in Eastern Europe and providing strong service to the new and existing accounts

Contribute to the design, development and implementation of the company's sales plan in Eastern Europe.

Proactively find new accounts to develop additional business in the region.

Identify and develop key accounts in the Eastern European market. Negotiations and follow up of contracts.

Manage entire selling process from forecasting to actual product delivery and payment collection for all the key accounts, staying in close contact both with customers and the company's related internal departments.

Communication with customers on issues relating to their upcoming orders and shipments.

Coordinate with Back Office to ensure availability and timely delivery of modules, and to advise customers of stock status.

Analyze and monitor account customer data and develop reports on a regular basis

based on customer information and development trends.

Ensure effective reporting of all activities under of the managed accounts to the Regional Director on a weekly / monthly / quarterly basis.

Represent the company in local and national exhibitions and conferences.

Stay up to date with market information, including competitors and customers benchmarking, and technical and financial market requirements.

Rolling Forecast.

Requirements

Minimum 3 years of previous experience within a similar role in the solar energy sector or EPC company with an international environment

Strong presentation, negotiation and communication skills

Strong bias for customer satisfaction

Proactive, self-starter and solution-oriented

Ability to communicate with customers on different management levels

Flexible to business travels.

Fluent in Polish language and business fluent in English, other languages will be a plus.

We offer you

A dynamic environment with high responsibilities and independent working style

The opportunity for professional development and growth in one of the most fast-growing industries.

An environment of open communication where all ideas and opinions are valued

Collaboration with an international and diverse team from all over Europe

Qualified training and support with our buddy system

A detailed introduction to our product portfolio

Competitive salary and a great bonus structure

Attractive additional benefits that varies depending on the country

About us

Trina Solar is an internationally recognized solar energy company. Our growing global presence includes regional headquarters in Switzerland, US, Japan and China with offices in Madrid, Munich, Milan, the UK, San Jose, Seoul, Tokyo and Shanghai, to provide our customers with timely, reliable service.

As Trina Solar continues to expand its capacity, we are looking for talent who is passionate about solar energy. From research and development to sales and marketing to manufacturing and operations, Trina Solar looks for people who thrive in exciting, challenging and dynamic work environments to become a part of our dedicated team of professionals and contribute daily to bringing clean, reliable and cost effective solar energy solutions to customers around the globe.

Join us in our mission to promote and develop solar energy as a source of clean, renewable energy for all.

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