

To support our team in Spain, we are currently looking for a

Sales Manager

Job description

- Expansion of market shares with existing customers, support and acquisition of new potential customers
- Contact with potential customers
- Participation in trade fairs
- Distribution and offer management including negotiations about conditions supported by office service and technical sales service
- Independent realization of customer consultation
- Project development of individual customer solutions in close cooperation with the customer
- Close cooperation with project and service area
- Advancement and implementation of market strategy

Required qualification and experience

- Technical or commercial education
- Minimum 2+ years' experience as a sales manager in the photovoltaic industry
- A large network of local companies in the photovoltaic industry
- Excellent communication skills and negotiating skills
- Excellent skills in English and Spanish, both written and spoken
- Flexibility and a high level of willingness to travel
- Very good knowledge in Microsoft Office, merchandise management and enterprise resource planning systems
- Experience in construction, function and, application of PV systems

Our concession

- A responsible and challenging position in a successful company with a young employee structure
- Work from home office is possible
- The possibility to contribute decisively to the company success with your commitment
- Work for an innovating business with flat organisation structures and short decisions
- A basic salary plus variable remuneration with performance and success-related components (bonus).
- A company car for business and private purposes

We are looking forward to your significant application with the common documents stating your salary requirement as well as a detailed statement of your practical experience **per E-Mail to contact@padcon.de**

PADCON GmbH specialises in monitoring solutions and system communication for PV power plants. The extensive product portfolio includes solutions for solar power plants worldwide. With more than 2.3 GW of monitored plant output in 21 countries worldwide, PADCON consequently ranks among the largest and most experienced suppliers of SCADA systems for PV power plants. In addition, since 2013 PADCON has been offering intelligent solutions with the Float Controller family in order to stop PID on PV systems simply and effectively, and to recover the affected modules successfully. Accordingly PADCON stands worldwide for „Made in Germany“, innovative solutions, and permanent, technological progress.

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