



<https://www.solar-fabrik.de/job/sales-manager-benelux>

Sales Manager (m/f/d) for the Benelux region, with a strong focus on the Netherlands

Beschreibung

We are looking for an energetic, self-motivated and talented Sales Manager to join our team. The focus will be to engage customers and assist in developing the Solar Fabrik business, and brand, to its fullest potential. If you have extensive sales experience, a proven track record in B2B sales and a profound knowledge of the solar industry or renewable energies, we look forward to receiving your application.

These are your tasks:

- Establish, develop, and maintain relationships with current and prospective customers in the territory of Benelux, with a strong focus on the Netherlands
- Manage the entire value-based sales cycle from client qualification to objection handling, negotiation and closing
- Develop and execute plans to maximize sales with strategic partners in the region
- Manage all aspects of new sales opportunities, sales activities and forecasting
- Work with the wider sales and marketing team to develop plans, strategies and promotional activities, to drive business growth

About you:

- You have a bachelor or master degree in economics, or comparable education with a focus on sales/marketing
- You have more than 3 years' experience in sales, ideally in the solar industry
- You have exceptional communication skills and the willingness to work collaboratively as a member of a team with a positive 'can do' attitude
- You are customer oriented and have an excellent sense of customer needs and market trends
- You have strong analytical skills and the ability to evaluate complex issues and make strategic decisions
- Your ability to grasp things quickly supports your way of working
- You have a willingness to travel
- You are fluent in the Dutch language
- You have good English and/or German language skills

What we offer:

- exciting role in a growing and sustainable company
- a competitive salary, plus bonus
- flat hierarchies and the opportunity to actively contribute your own ideas
- a comprehensive induction
- extraordinary work spirit and team culture in a dynamic environment

How to get in touch:

Are you interested? We look forward to receiving your application including your

Arbeitgeber

Solar Fabrik GmbH

Start Anstellung

as of now

Dauer der Anstellung

Permanent position

Arbeitsort

Netherlands

Veröffentlichungsdatum

7. Juli 2023

Gültig bis

31.12.2023

Ansprechpartnerin

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salary expectations and availability to: bewerbung@solar-fabrik.de