



Position: Sales distribution Manager

Location: Based in Germany

Basic Salary: Negotiable

Position Summary,

The Sales Distribution Manager is responsible for managing the sales and growth activities of German market. The role is to develop suitable products for the local market, establish local sales channels, and other agent products supporting business demands. This role requires setting sales targets, identifying growth opportunities, contract management, sales progress management, and reporting.

Job Responsibilities

- Have a strong understanding of the local market and PV plus Energy Storage business.
- Design Sales strategies for the German market.
- Identify sales opportunities of diversified market demands.
- Date with market information, movement of competitors and customers alike; identify, track, and contract new potential customers.
- Collaborate with our R&D team to develop and optimize viable products and local service systems.
- Establish local sale distribution channels for own products to ensure stable business growth.
- Grow and manage a sales pipeline of opportunities to expand and strengthen our market position in Germany
- Negotiate related business contracts with different business models, including but not limited to after-service agreements, supply agreements, and sales orders.
- Develop relationships with key customers at multiple levels, channel partners, and industry stakeholders, and maintain local networks and customer relationships.
- Develop sales opportunities for agent products of system solution supply.
- Coordinate with internal commercial and supporting functions to deliver timely and high-quality proposals.
- Manage local marketing advertisements and sales activities.
- Review business regularly with the group management team.
- Keep up to date with relevant legislation, policy, and guidance and adjust Sales strategy timely.

Qualifications

- Min. Bachelor's degree in economics, engineering, business, or related fields.
- 3+ years of renewable energy industry experience, particularly business development, and sales, is preferred.
- Familiar with the sales process and knowledge.
- Thrive in cross-cultural communication and accountability and a highly dynamic environment.
- Desire to work in a challenging, fast-paced environment.
- Have excellent presentation, communication, negotiation, and interpersonal skills.



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- Able to travel as required.

About Chelion Renewable

The Chelion Renewables Group, headquartered in Shanghai, are committed to providing the world with affordable renewable energy.

We provide the world-leading one-stop energy storage solutions with footprints in Europe, Australia, America, and Japan.

The story of Chelion might be new; however, our team holds decades of energy experience and is committed to leading energy storage solutions providers and advancing the future of renewable energy by empowering our customers with quality solar and storage solutions.