

Job Description

Business Development Manager Italy

APsystems, global leader in microinverter technology for the solar PV industry, has an exciting opening for a Business Development Manager Italy. APsystems designs, manufactures and markets highly innovative solar microinverters to bring solar energy to communities and businesses all over the world. APsystems is a listed company on the Shanghai stock exchange.

We are in search of an experienced Business Development Manager to develop our business opportunities in Italy. His/her responsibilities will be as follows :

- Represent APsystems and develop sales and penetration of the products of the Company in the area for which he/she is in charge: Italy
- Regularly visit customers in order to maintain a durable business relationship
- Prepare and sign off a sales plan with the scheduled actions to implement in the market, define route to market and proposition
- Provide accurate sales forecasts for the assigned areas and customer segments (Distributors/Installers)
- Ensure that the payments of order intake are completed on time
- Work closely with the trainer and marketing to set up customer training calendar / provide training for basic needs
- Manage administrative tasks related to the tasks referred to above and fills in the CRM/ERP in place
- Actively seek new customers by any means and according to Company strategy and the score card policy of the Company
- Provide a report of his/her activity on request of his/her direct manager and/or participate in sales meetings at places specified by the Company
- Negotiate prices with customers in compliance with the pricing policy of the Company, and only for products and services of the Company or authorized by the Company,

- Inform on a regular basis about competition, market shares, price trend, legislation, key figures of the market

The Business Development Manager Italy provides his/her reports to and works closely with the Sales Director West, South & Nordic Europe (sales forecasts, weekly sales meetings, shared practices, ...)

Profile requirements

The role requires an entrepreneurial, ambitious and highly credible individual, very field oriented, comfortable being resilient and self-sufficient and very customer oriented.

- A minimum of 5-7 years' experience in a sales development role for added value solutions
- Experience in PV industry / high-tech solutions is preferred
- Very communicative (verbally and written) and good team working
- Frequent local travel within the assigned area
- Italian speaking and fluent in English.
- Strong presentation skills

This is an opportunity to join a leading company in a fast growth sector and raise your career to another level.

It comes with great challenges, autonomy, support, professional development perspectives and rewards as objectives are reached.