

Job Description

Sales Manager Netherlands

APsystems, global leader in microinverter technology for the solar PV industry, has an exciting opening for a Sales Manager in the Netherlands. 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 Sales Manager to develop our business opportunities in the Netherlands. His/her responsibilities will be as follows :

- Report to the Sales Director BeNeLux / Eastern EU
- In charge of a territory and direct accounts to reach the sales volume, market share targets and revenue of the assigned area with a particular focus on selected accounts (Distributors, Contractors).
- Identify opportunities and implement right actions according company policies in order to develop sales networks and increase the business.
- Successfully compete in the marketplace with a value-added approach to ensure the leading position and market share goals
- Create efficient relationships with customers and prospects to ensure sustainable sales
- Work closely and support the trainers by suggesting and helping the schedule of trainings
- Propose and implement business plans, from early wins to established revenues, in conjunction with functional support departments.
- Provide regular update of sales and opportunities status including key results, forecast for coming 3 / 6 months, TOP account status and other significant events. Propose solutions to problems/gaps identified in a timely manner
- Weekly updates with accuracy customer data base
- Provide regular (weekly) and accurate forecasting to ease the supply demand
- Participate in the strategic development and promotion of new business, differentiated positions
- Participate when required with her/his direct report in the definition of marketing requirements for defined market opportunities

- Communicate effectively and build effective communication systems with colleagues and customers.
- In collaboration with finance work with customers to resolve credit issues when order exceeds credit lines

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
- Dutch-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.

