

# Turkey Jobs Expertini®

## Sales Specialist

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Company: Solplanet

Location: İstanbul

Category: other-general

At SOLPLANET, we are driven by a simple idea: solar for everybody

We strive to create the best possible experience for distributors, installers and end users

That's why our solar inverters, energy storage systems and EV chargers are easy-to-install, reliable and user friendly

### Who We Are:

Private equity-backed AISWEI is a leading provider of renewable energy solutions - providing the world with solar inverters, batteries, EV chargers, heat pumps, and energy management solutions

AISWEI has more than 15 years of expertise in R&D and manufacturing, with a strong technology heritage from both Germany and China

With 9 GW of annual production volumes (2022), AISWEI is one of the largest manufacturers of solar string inverters world-wide

AISWEI is operating under its own brand in China and its SOLPLANET brand internationally, and is trusted by leading global brands as an ODM service provider

Our team passionately believe that that we are all fellow citizens of one planet, and we are truly honored about deploying our solutions to local societies worldwide – every day

## Requirements

How you'll help us as a Sales Specialist, you will

Set sales targets and KPI's and develop sales strategies for the markets in your region of responsibility

Ensure revenue generation in accordance with agreed KPI's in your region of responsibility

Define strategies, goals and implementation plans

Build and maintain relationships with customers

Be open to regular regional and international travel

Conduct regular meeting and sales reviews with customers

Together with local technical teams, initiate and conduct, regular product training and provide product updates

Support the entire end-to-end customer relationship process

Drive the end to end sales process from lead generation to acquisition

Provide product & market related information to internal teams to assist in product development activities

Develop and support marketing activities in close collaboration with local market teams

Provide support on accounts receivable activities, order processing and other related activities

Your background and skills:

In-depth knowledge in PV, energy storage systems, EV chargers in the distribution and/or utility scale segments, including product specifications, grid code requirements, competitive landscape, tender requirements etc.

Proven track record in b2b sales

Strong analytical skills to identify new opportunities and customers

Strong relationship building skills to establish and maintain trust with customers

Ability to close deals effectively and efficiently

Excellent communication skills, both verbal and written

Fluent in Turkish and business fluent in English.

Prior work experience in a PV related industry is not a necessity but will be an advantage

Your attributes:

Self-motivated and performance driven

Excellent interpersonal and communication skills

Can-do attitude and hands-on mindset

Proactive, dynamic, solution and customer oriented

## **Benefits**

What we offer:

Giving you the unique opportunity to be part of a spirited and diverse team of passionate experts that work together within an exceptionally open-minded environment

Assisting you in to develop, personally and professionally, to grow internally within an international environment which leverages your abilities, skills and expertise

Providing you the unique opportunity to be part of an ambitious, energetic and rapidly growing Solplanet team with flat hierarchies, fast decision making and strong opportunities to successfully cultivate your long-term path within the renewable energy industry

We look forward to hearing from you!

By submitting your application, you declare your agreement to saving your application data at Aiswei B.V, and that such data may be used for internal purposes in the context of the upcoming

application process. If there is no employment, the data will be deleted after six months. The application data are treated confidentially in accordance with the provisions of the Federal Data Protection Act and are not passed on to third parties. You can revoke your consent at any time, either by email or in writing by mail.

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