



Sunjob CONSULT

jobs@sunjobconsult.com
www.sunjobconsult.com

Ihr direkter Draht zu uns
Tel +49 69 3487 4020 0

PV/ESS Sales Manager (m/f) Italy

Ref. Nr.: 1696



Das Unternehmen

Our client LG Electronics Inc. is a global leader and technological innovator of Consumer Electronics, employing more than 82.000 people in 81 subsidiaries around the world. LG is a global player in Home Entertainment, Home Appliances as well as in Mobile Communication, Displays, Air Solution and Solar. For our client we are looking for a "PV/ESS Sales Manager (m/f) Italy" for the LG Solar team.

Die Aufgabe

- Builds up brand recognition of LG Solar in responsible market / region (mainly Italy)
- Recruits new Distributor / installers and develops business
- Builds up strong ties with existing installers
- Develops and ensures high level of customer satisfaction
- Applies programs to attract installers and make them loyal to LG
- Develops clear sales strategy for responsible market / region ensuring profitable growth and high customer loyalty
- Discusses local sales strategy with VP EU Solar Business Group / Country manager
- Monitors the market development in his / her country / region on a regular basis (including market segment developments, competitive landscape) and proactively suggests strategies and actions to make LG as successful as possible (e.g. pipeline of new products and services to make LG unique)
- Builds up network with relevant bodies (e.g. national / regional PV associations)
- Develops marketing and customer loyalty programs (including trade fairs, public relations, etc.)
- Develops budget proposals and is fully responsible for the budget after these have been approved within LG
- Cooperates closely with other LG functions (e.g. solar team in Europe, LG Headquarter, other functions such as marketing, production, logistics, finance, product development)
- Works with other LG divisions (e.g. within the Air Conditioning Group) to look for synergies within LG and for system solutions which differentiate LG's offer from other competitors

Ihr Profil

- Outstanding sales personality (strong in identifying leads, closing deals, building up customer loyalty, leading sales teams)



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- Used to work internationally
- good English knowledge
- Several years of experience in sales of similar products such as PV modules, its systems and ESS
- Team worker
- Self-driven and self-motivated
- Enthusiastic and dynamic and ability to convince and motivate people within and outside the organization
- Excellent communication skills
- Goal-oriented
- Generally good understanding of technologies

Einsatzort: LGE Italy office (Milan) or Home office

Anstellungsstatus: Festanstellung

Die Perspektive

Take on larger role (e.g. expansion by region or by product responsibility) within the LG organization