

**Job Title:** Sales Manager / Sales Executive

**Department:** Solar

**Location:** Jahangirpuri- Delhi

**Reporting To:** Solar Head

### **Job Summary:**

We are seeking a motivated and results-driven Project Sales Executive / Sales Manager to join our dynamic team in the solar panel installation sector. In this role, you will be responsible for driving sales growth, managing customer relationships, and overseeing project execution from initial consultation to installation.

### **Key Responsibilities:**

- **Sales Development:** Identify and pursue new business opportunities in residential, commercial, and industrial sectors.
- **Client Engagement:** Build and maintain strong relationships with customers, providing exceptional service and support throughout the sales process.
- **Consultation:** Conduct site assessments and energy audits to recommend suitable solar solutions tailored to customer needs.
- **Proposal Management:** Prepare and present compelling proposals and contracts to clients, ensuring clarity and addressing any concerns.
- **Project Coordination:** Collaborate with installation teams to ensure projects are completed on time, within budget, and to client specifications.
- **Market Research:** Stay informed about industry trends, competitor activities, and advancements in solar technology to effectively position our offerings.
- **Reporting:** Track sales metrics, prepare reports, and provide insights to management for strategic decision-making.

### **Qualifications:**

- Bachelor's degree in business, Engineering, or a related field is preferred.

### **Experience:**

- Proven experience in sales, preferably in the renewable energy or solar industry.

### **Skills:**

- Strong negotiation and communication skills.
- Ability to understand technical specifications and convey them to clients.
- Understanding of solar energy systems, financing options, and relevant regulations.
- Self-motivated, goal-oriented, and able to work independently as well as part of a team.

### **Benefits:**

- Competitive salary with structured Incentive.

**Industry Type:** Service Provider

**Department:** Sales & Business Development

**Employment Type:** Full Time, Permanent