

SACE Projects

BUSINESS DEVELOPMENT AND SALES – ROOFTOP SOLAR

The role of Business Development and Sales Rep is to promote the Groups' products daily to generate and source new business and ultimately meet the Groups sales targets.

A vacant role currently exists within our South African subsidiary, SACE Projects (Pty) Limited, who provide solar energy solutions to commercial, farming, and industrial businesses.

Role Responsibilities

Present, promote and sell products using solid arguments to existing and prospective customers.

Setting up meetings with potential customers daily to grow a business network.

Perform cost-benefit and needs analysis of existing/potential customers to meet their needs, collaborating with Technical Project Manager to find best suited solution for the customer.

Establish, develop, and maintain positive business and customer relationships for long-term growth.

Reach out to customer leads through cold calling.

Expedite the resolution of customer problems and complaints to maximize satisfaction.

Achieve agreed upon sales targets and outcomes within agreed timeframe.

Obtaining detailed customer brief of requirements (scope of work), to enable the Technical team to best fit the solution to those requirements.

Coordinate sales effort with team members and other departments.

Analyse the territory/market's potential.

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Produce weekly progress reports to Operations Manager, on leads, pipeline, and closed contacts.

Ensure compliance with all internal Group policies and processes, including customer and supplier KYC and approval processes.

Ensure knowledge of the product is good and is up to date.

Keep abreast of best practices.

Continuously improve through feedback.

Technical Requirements

Must have the ability to generate and source new business.

Highly motivated and target driven with a proven track record in sales and closing contracts.

Experience in renewable energy market.

Excellent knowledge of MS Office.

3 to 5 years' experience in an external sales role.

2 to 4 years' business development experience.

BS/BA degree or equivalent.

Personal skills

Excellent selling, communication, and negotiation skills.

Prioritizing, time management and organizational skills.

Ability to create and deliver presentations tailored to the audience needs.

Relationship management skills and openness to feedback.

Be well presented and groomed.

Ability/flexibility to travel both domestically and internationally (having full driving licence and vehicle).

Work well in fast-paced team environment, yet able to be highly efficient while working independently and remotely.

Email your CV to accounts@acesrenewables.com, for the attention of:

Joanna Derrington

Operations Manager