

# PHOTON ENERGY GROUP

Photon Energy NV is a global solar power solutions and services company in the photovoltaic industry, headquartered in the Netherlands, and with operations across Europe and Australia. Photon Energy's team has a proven track record and in-depth knowledge of project development, investment management, project finance, insurance, technology solutions, EPC and O&M. Photon Energy also manages its own proprietary portfolio of 26 MWp of power plants in three countries across two continents, in total taking care of more than 210 MWp of power plants globally.

To strengthen our team, we are looking to fill the following position based at our office in **Prague**:

## Senior Sales Representative

### Key Responsibilities

- ▶ Business development for Photon Energy Operations in Czech Republic, Slovakia, Romania and Hungary
- ▶ Active acquisition of clients
- ▶ Customer relationship management
- ▶ Evaluate and prepare business offers
- ▶ Negotiate and manage contracts
- ▶ Active promotion of Photon Energy Operations' services
- ▶ Business development support activities (cooperation on preparation of promotion materials etc.)
- ▶ Active search of feedback on our services

### We require

- ▶ Minimum of 3 years experiences in business development (preferably in technical sector)
- ▶ Proven skills in acquisition, contract negotiation, networking
- ▶ Experience in offer preparation
- ▶ Independent, active approach
- ▶ Advanced English (verbal and written) is mandatory
- ▶ Willingness to travel nationally and internationally
- ▶ University or High school degree

### We offer

- ▶ Full-time labour contract
- ▶ Opportunity to work in a dynamic and international work environment in a young team
- ▶ Remuneration based upon the experience

If you are interested in the position and fulfil the above requirements, please apply to [careers@photonenergy.com](mailto:careers@photonenergy.com)

**Working location:** Uruguayská 380/17, Praha - Vinohrady

**Type of employment:** Full-time position

**Length of contract:** unlimited contract

**Type of employment:** Employment contract

**Required education:** University degree (High school degree)

**Required languages:** English, Czech