

Photon Energy is a renewable electricity generator, system integrator, builder and operator of energy storage and solar power plants in Europe and Australia. Our Australian team develops, designs, engineers and manages projects for commercial, industrial and utility scale power generation equipment. We provide EPC and O&M services as well as cutting edge water and soil remediation to a wide range of B2B customers.

As a constantly growing business, we are dedicated to ensuring that everyone has access to clean, affordable energy and water. Through ingenuity and technological innovation, we deliver state-of-the-art and sustainable energy solutions.

Photon Energy works with commercial, industrial and enterprise clients to help them:

- Create significant savings on their energy spend
- Reduce their carbon emissions
- Improve their medium- and long-term visibility on energy costs
- Improve their Environmental and ESG Credentials

For more information, please visit [photonenergy.com](https://photonenergy.com).

To strengthen our project development team, we are looking to fill the following position based in our Sydney office:

## **Senior Business Development Manager – Commercial Solar**

If you are motivated and interested in working in a rapidly growing market with significant earnings potential, in listed and dynamic entrepreneurial business and the potential for career growth, come join a global leader in solar power and renewable energy as part of our growing commercial solar division within Australia.

As Senior Business Development Manager you will define the division's strategic goals, build key customer relationships, identify and capitalise on business opportunities, negotiate and close business deals, and maintain extensive knowledge of current and future market conditions.

### **Key Responsibilities**

- ▶ Create a healthy sales pipeline by developing new opportunities and managing the existing customer base
- ▶ Build customer awareness of Photon Energy's solar solutions
- ▶ Achieve and exceed gross profit targets
- ▶ Work closely with the marketing team to provide ongoing feedback into the lead generation strategy
- ▶ Monitor market movements to identify sales trends and new business opportunities
- ▶ Drive profitable growth of the customer base through innovative energy solutions. This includes identifying, sourcing, evaluating, creating and delivering business opportunities that deliver value to both Photon and its clients

- ▶ Create and maintain networks and relationships, advocating on behalf of Photon with key stakeholders
- ▶ Lead customer business reviews
- ▶ Manage the full sales cycle, from developing an opportunity pipeline, building relationships and rapport with prospects to developing win/win solutions and managing ongoing relationships as a key project sponsor
- ▶ Complete regular forecasts and sales reports

### **Key skills and attributes**

- ▶ Minimum 3 years' experience in a similar B2B position. Solar industry experience not essential but would be beneficial
- ▶ A strong commercial acumen
- ▶ Proven track record in effectively utilising business development processes and methodologies
- ▶ Strong work ethic, positive team attitude and ability to work in a fast-paced environment
- ▶ Ability to find and influence the right decision makers through various scenarios – both internally and externally
- ▶ Excellent interpersonal skills and demonstrated ability to collaborate with others
- ▶ A hunter mindset with demonstrated success in selling complex and high value B2B solutions.
- ▶ Experience in developing professional proposals and delivering engaging presentations and pitches.

### **Benefits and Culture**

- ▶ Working for a fast-growing solar leader in a rapidly expanding industry
- ▶ An attractive remuneration package
- ▶ A job with a PURPOSE - assist Australia's transition to Net Zero Carbon by supporting businesses to become greener, save money and improve their ESG credentials
- ▶ Professional development opportunities
- ▶ A supportive team and a positive work environment
- ▶ Strong career growth opportunities

If you are interested in the position and fulfil the above requirements, please send your CV in English with a recent photograph to [careers@photonenergy.com](mailto:careers@photonenergy.com).