

Photon Energy Group delivers solar energy and clean water solutions around the world. Its solar power services are provided by Photon Energy; since its foundation in 2008, Photon Energy has built and commissioned solar power plants with a combined capacity of over 100 MWp and has power plants with a combined capacity of 74.7 MWp in its proprietary portfolio. It is currently developing projects with a combined capacity of over 420 MWp in Australia, Hungary, Poland and Romania and provides operations and maintenance services for over 300 MWp worldwide, including 78 MWp in Hungary. Photon Energy N.V., the holding company for Photon Energy Group, is listed on the Warsaw, Prague and Frankfurt Stock Exchanges. The company is headquartered in Amsterdam, with offices in Australia, South America and across Europe. For more information, please visit photonenergy.com.

To strengthen our team, we are looking to fill the following position, to be based in Lodz, Poland:

Technical Sales Engineer

The sales technical engineer will report to the O&M country manager and head of international sales.

Key Responsibilities

- ▶ Business development for Photon Energy operations in Poland
- ▶ Active acquisition of clients
- ▶ Customer relationship management
- ▶ Work in collaboration with colleagues to prepare business offers
- ▶ Negotiate and manage contracts
- ▶ Active promotion of Photon Energy's various services (including O&M and behind-the-meter)
- ▶ Business development support activities (assistance with preparation of promotion materials, etc.)
- ▶ Active and ongoing gathering of feedback from customers and clients

Qualifications and Experience

- ▶ Applicable university degree and/or 4+ years of relevant experience
- ▶ Proven track record as a sales manager within an industrial B2B company
- ▶ Knowledge of consultative sales techniques and value selling
- ▶ Experience in managing sales in the assigned area
- ▶ Results-driven, independent, reliable, self-motivated
- ▶ Excellent communication skills
- ▶ Very good knowledge of English, both spoken and written
- ▶ Available to travel on a regular basis

We Offer

- ▶ The opportunity to work in a fast-growing, international renewable energy company
- ▶ Excellent prospects for professional development
- ▶ Remuneration reflecting the candidate's qualifications and experience
- ▶ Corporate and team-building events
- ▶ Company car, laptop and mobile phone
- ▶ Other attractive benefits (employee share program as a regular bonus, etc.)

If you are interested in the position and fulfil the above requirements, please apply to careers@photonenergy.com.

Working location:	Tylna 4F/2U, 90-348 Lodz, Poland
Type of employment:	Full-time
Length of contract:	Indefinite term
Required education:	University degree or equivalent
Languages:	Polish (native speaker level) and English (fluent)