

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 Warsaw or Łódź, Poland:

Sales Manager, B2B Solutions

Key Responsibilities

- ▶ Sell solutions for B2B clients (photovoltaics, energy storage, LED, behind-the-meter energy sales, etc.)
- ▶ Actively identify and acquire new B2B customers
- ▶ Participate in the development and verification of the product and price offer
- ▶ Analyse current trends in the market of energy solutions for business
- ▶ Co-develop sales and development strategies for different market segments
- ▶ Negotiate commercial terms
- ▶ Streamline existing sales processes
- ▶ In the long-term, develop a local sales team and develop a partner network
- ▶ Work within Photon Energy's international sales structures
- ▶ Represent Photon Energy at industry events (fairs, exhibitions, conferences, etc.)

Qualifications and Experience

- ▶ 5 years of experience in selling industrial solutions to business (B2B) clients
- ▶ 3 years of experience in managing sales teams in the B2B sector
- ▶ Practical knowledge of the renewable energy industry
- ▶ Experience in strategic planning and business development
- ▶ Proven understanding of business customers
- ▶ Experience in developing technical and technological solutions
- ▶ Proven ability to manage, motivate and inspire sales teams
- ▶ Fluent Polish
- ▶ Good command of English

- ▶ Higher technical education (energy, installations, environment, construction)
- ▶ Experience working within international companies will be an advantage
- ▶ Flexibility and willingness to travel occasionally

What We Offer

- ▶ Experience in the dynamically developing sector of photovoltaics, energy storage and modern energy solutions, within a stable international company listed on the Warsaw Stock Exchange
- ▶ Access to practical knowledge gathered over several years of international experience
- ▶ The opportunity to participate in the shaping of local company structures
- ▶ Training both in Poland and abroad and participation in international projects
- ▶ Long-term, experience building a sales team
- ▶ The opportunity to grow both professionally and personally, with potential to advance with the local or international company structure

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

Working location:	Plac Małachowskiego 2, 00-066 Warszaw or Tylna 4F, 90-348 Łódź
Type of employment:	Full-time
Length of contract:	Indefinite following a trial period
Required education:	Higher technical education (energy, environment, construction)
Languages:	Polish (native speaker level) and a good command of English