

Photon Energy is a leading solar energy solutions and services company covering the entire lifecycle of solar energy systems. We have built and commissioned solar power plants with a combined capacity of over 100 MWp across Europe and Australia, of which over 70 MWp are part of our own portfolio. Photon Energy is headquartered in Amsterdam, the Netherlands and listed on the Warsaw Stock Exchange under the ticker symbol 'PEN'. The company has offices in Europe, Australia and South America. For more information, please visit www.photonenergy.com.

To strengthen our team, we're looking to fill the following position based in our Sydney office:

Business Development Executive

Business Development Executive (BDE) for Commercial and Industrial behind the meter commercial solar projects to work out of its office in Sydney, Australia.

The candidate should have a few years of experience in the same or at least similar field (preferably in a Business Development role). Strategic planning is a key part of this job description with responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors.

- ▶ Works to improve an organization's market position and achieve financial growth.
- ▶ Works with the internal team to increase sales opportunities and thereby maximize revenue
- ▶ Finds potential new customers, present to them, ultimately convert them into clients, and continue to grow business in the future as well as grow and retain existing accounts by presenting new solutions and services to clients.
- ▶ Plan persuasive approaches and pitches that will convince potential clients to do business with the company.
- ▶ Make presentations on solutions and services that meet their clients' needs

Please send a letter of interest explaining why you are well suited for the position and your resume to careers.aus@photonenergy.com.