



## BUSINESS DEVELOPMENT MANAGER

**Position:** Business Development Manager Europe

**Location:** Madrid, full time, permanent contract (30-50% travel)

**Start Date:** ASAP

### **Company Description:**

Welcome to ezzingSolar, the “all-in-one” solution that simplifies solar PV and allows companies to develop and be profitable in distributed generation.

Our mission is to help companies, with the ambition of leading the residential and small commercial segment of the photovoltaic market, succeed through technology and operational excellence.

Visit our website [www.ezzing.com](http://www.ezzing.com).

If you believe that solar energy is the future, this is your company :)

We are looking for more solar believers to join our project and help us with the international expansion.

We have a great and young team with a fantastic working environment in the very center of Madrid. Madrid is a great place to live, with his sunny weather all year long, the very best of the Spanish lifestyle and cuisine, offering a fabulous quality of life.

### **Job Description:**

To support our continuous growth and expand to new markets, we are looking for an experienced Sales or Business Development Executive with passion for SOLAR ENERGY and some experience in hunting and closing new business opportunities in a multi-cultural environment. Experience within the ENERGY or SOLAR SECTOR is more than welcome.

A savvy and articulate person, that can produce profitable pipelines, work independently, design competitive & creative business solutions and represent our company value proposition at executive level.

Main Goal:

- Support the International Sales and Business Development team to engage new business opportunities in Europe.
- Establish and implement accurate sales plans and business development strategies

Responsibilities:

- You define strategic targets, build effective pipelines, identify and produce new business opportunities, contractual negotiation, close business deals at executive level and maintain an extensive knowledge of current market conditions & future trends
- You will report directly to the CEO and the CBDO of the company and you will work closely with internal and international counterparts from business units such as; Marketing, Operations, Pricing, Finance and IT, to achieve updated and competitive information.
- You will be required to call and email clients and often be required to deliver presentations of our business solutions and services that meet or predict the client’s future needs.



- A key part of this job, is to develop robust and effective pipelines of new business coming into the company. This requires a thorough knowledge of the market, the solutions/services the company can provide and detailed insight of the company's competitors.
- You will be also responsible to close deals with top global International Companies within the solar and Energy sector
- Approximately 30 to 50% travel.

#### Main Duties:

- Working closely with internal & international counterparts
- Develop a sales business plan and yearly forecast aligned with overall company goals and objectives
- Developing a network of potential sales leads
- Creating and delivering presentations and proposals to prospects & existing business partners
- Leverage & Identification of key commercial levers.
- Negotiation of business deals & contracts with potential clients
- Orchestrating, attending and overseeing tours and site visits at the client's sites in various locations.

#### Education:

A University's degree in Economics, Engineering, Management or Sales & Marketing is desired.

#### Experience:

You should have experience in prospecting & selling.

It is desired experience in selling technology solutions, especially cleantech.

You should have experienced within the energy sector or solar sector or renewable energy sector.

You should have at least 2-3 years of successful sales and business development track record.

#### Skills:

Native French and full professional proficiency in English.

The position requires very strong interpersonal skills, passion for solar energy, digital products, oral and written communication skills; analytical capabilities, leadership skills and the ability to manage and drive multiple projects.

Networking, persuasion, prospecting, public speaking, research, writing, closing skills, motivation for sales, prospecting skills, sales planning, identification of customer needs and challenges, territory management, meeting sales goals, professionalism, CRM and Microsoft Office.

**Contact Person for the position:** victor.sancho@ezzing.com