



Job Title: Head of Sales - Western Cape Region

Location: Western Cape, South Africa

Reports to: Chief Executive Officer (CEO)

Company Overview: Solar-Saver is a leading innovator in the renewable energy sector, specializing in Solar Photovoltaic (PV) and Battery Energy Storage Systems (BESS). Our mission is to drive the transition to sustainable energy through cutting-edge technology and exceptional customer service. We are seeking a dynamic and experienced Head of Sales to lead our business development and sales efforts in the Western Cape region.

Position Summary: The Head of Sales - Western Cape Region will be responsible for driving new business development and achieving sales targets within the region. This role involves developing and executing strategic sales plans, working closely with the regional Engineer, and fostering strong relationships with key stakeholders. The ideal candidate will have a proven track record in sales leadership within the renewable energy sector, exceptional strategic thinking, and excellent communication skills.

Key Responsibilities:

1. Strategic Sales Leadership:

- Develop and implement a comprehensive sales strategy for the Western Cape region to drive growth and achieve sales targets.
- Identify market opportunities and develop plans to capitalize on them, ensuring alignment with company goals and objectives.
- Monitor market trends, competitor activities, and customer needs to inform strategic decision-making.
- Provide regular sales forecasts and performance reports to the CEO and executive team.

2. Business Development:

- Drive new business development initiatives, identifying and pursuing opportunities to expand the customer base.
- Drive to achieve sales targets for the region (new and existing customers).
- Build and maintain strong relationships with key customers, partners, and industry stakeholders.
- Represent the company at industry events, conferences, and networking opportunities to promote the brand and generate leads.
- Collaborate with the marketing team to develop and execute targeted marketing campaigns and promotional activities.

3. Customer Relationship Management:

- Ensure exceptional customer service by addressing customer inquiries, concerns, and feedback promptly and professionally.

- Oversee the development and maintenance of customer records and sales activities in the CRM system.
- Work closely with the customer support and technical teams to ensure a seamless customer experience and handover.
- Develop and implement strategies to enhance customer satisfaction and retention.

4. Collaboration and Coordination:

- Collaborate with cross-functional teams, including marketing, operations, and product development, to ensure a cohesive approach to market growth.
- Provide feedback and insights to the product development team to inform product enhancements and new offerings.
- Coordinate with the finance team to develop and manage sales budgets, pricing strategies, and financial forecasts.
- Ensure compliance with all relevant regulations, industry standards, and company policies.

Qualifications:

- Bachelor's degree in Business, Marketing, Renewable Energy, or a related field.
- Minimum of 4 years of sales experience.
- Proven track record of achieving and exceeding sales targets and driving business growth.
- Strong knowledge of Solar PV and BESS technologies and market dynamics.
- Excellent strategic thinking, analytical, and problem-solving skills.
- Exceptional communication, negotiation, and presentation skills.
- Proficiency in using CRM software and Microsoft Office Suite.
- Ability to travel within the Western Cape region as required.

Skills and Competencies:

- Leadership and team-building skills.
- Results-oriented with a proactive and self-motivated approach.
- Strong interpersonal and relationship-building skills.
- Ability to analyze market data and develop effective sales strategies.
- Excellent organizational and time management skills.
- Adaptability and flexibility to work in a fast-paced and dynamic environment.
- Commitment to sustainability and renewable energy principles.

Application Process: Interested candidates are invited to submit their resume and a cover letter outlining their qualifications and experience to careers@solar-saver.net.