



Job Title: Inland Sales Representative

Location: Johannesburg

Reports to: Regional Sales Head

Company Overview: SolarSaver 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 motivated and experienced Inland Sales Representative to join our sales team and help expand our market presence.

Position Summary: The Inland Sales Representative will be responsible for driving sales of Solar PV and BESS products within inland regions. This role involves identifying new business opportunities, developing customer relationships, and achieving sales targets. The ideal candidate will have a strong background in sales, preferably within the renewable energy sector, and excellent communication and negotiation skills.

Key Responsibilities:

1. Sales and Business Development:

- Identify and pursue new sales opportunities within the inland regions to expand the customer base.
- Present and demonstrate Solar PV and BESS products to potential customers, highlighting the benefits and features of the products.
- Build strong relationships with prospective customers.
- Participate in industry events, trade shows, and networking opportunities to promote the company and generate leads.
- Maintain accurate and up-to-date customer records and sales activities in the CRM system.

2. Sales Reporting and Analysis:

- Prepare and submit regular sales reports to the Regional Sales Head, detailing sales performance, market insights, and progress towards targets.
- Analyse sales data with the Regional Sales Head, to identify areas for improvement and develop action plans to address challenges.
- Monitor industry trends and competitor activities to stay informed and adapt sales strategies accordingly.



3. Collaboration and Coordination:

- Collaborate with the Regional Sales Head to develop and execute sales strategies to achieve and exceed sales targets.
- Work closely with the client relations team to ensure client satisfaction.
- Coordinate with the technical and product development teams to align product offerings with customer needs and expectations.
- Provide feedback to management and R&D team regarding customer preferences, market conditions, and product enhancements.

Qualifications:

- Bachelor's degree in business, marketing, or a related field.
- Minimum of 3-5 years of sales experience, preferably within the renewable energy sector.
- Proven track record of achieving and exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.
- Proficiency in using CRM software and Microsoft Office Suite.
- Ability to travel within the inland regions as required.

Skills and Competencies:

- Results-oriented with a proactive and self-motivated approach.
- Strong interpersonal and relationship-building skills.
- Excellent organizational and time management skills.
- Adaptability and flexibility to work in a fast-paced and dynamic environment.
- Collaborates well within a team environment.

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