

Job Title: RESS Technical Sales Manager Eastern Europe

Reports To: Roberto

Location: Germany & Poland

Job Overview: We are seeking an experienced and highly motivated Technical Sales Manager to promote and sell our Renewable Energy Storage System (RESS) solutions to customers in the Eastern EU region. The ideal candidate will have a strong technical background in energy storage systems and a proven track record in technical sales.

Responsibilities:

- Develop and execute sales strategies to promote RESS solutions in the eastern EU market.
- Build and maintain relationships with customers, partners, and industry stakeholders.
- Provide technical support and guidance to customers in selecting the appropriate RESS solutions for their needs.
- Conduct market research and analysis to identify customer needs and market trends.
- Prepare and deliver technical presentations and proposals to customers and partners.
- Collaborate with the product development team to ensure that our RESS solutions meet the needs of the market.

Requirements:

- Bachelor's degree in engineering, physics, or a related field
- 2-3 years of experience in technical sales of energy storage or inverter systems
- Strong technical knowledge of energy storage systems and renewable energy technologies
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Strong analytical and problem-solving skills
- Fluency in Polish and English

Qualifications:

- Self-starter with a pragmatic can-do attitude
- Proven track record in technical sales and customer relationship management
- Ability to build and maintain relationships with customers and partners
- Strong organizational and time-management skills

Work Environment: This position requires some travel to customer sites or industry events.