

Commercial Manager / Outside Sales France (South/South-East)

As an **Outside Sales** for the French market, you will play a key role in **driving the energy transition** forward at full speed by **connecting B2B customers** with our **cutting-edge photovoltaic solutions**.

This position with a **full-time**, permanent and non-executive contract **is available immediately** and offers the **flexibility of remote work from your home base in France**, while allowing you to develop and expand our presence across the country visiting existing and new customers. Be part of an innovative and future-driven company that is shaping the solar industry.

What we offer:

- Be part of a **flat, international team** – work in a dynamic and multicultural environment with short decision-making processes and a collaborative team spirit. We value open communication and no rigid hierarchies.
- Opportunities to make an **impact** – A role where your contributions are recognized, with opportunities to take on responsibility and shape our market presence.
- **Company car & technical equipment** – benefit from a company car, mobile phone, and all necessary technical equipment to support you in your role.
- A **future-oriented industry** – join a company at the forefront of the solar energy transition, working in a fast-growing and future-proof sector.

Your new role:

- Expand our installer network – build and strengthen relationships with **solar installers and industry partners**, expanding IBC SOLAR's footprint in the French market and creating long-term partnerships to ensure more businesses can have sun as their energy source.
- Drive **sales excellence** – deliver compelling presentations and proposals to clients, explaining the benefits of our photovoltaic systems and associated services while positioning IBC SOLAR as their preferred partner.
- **Achieve targets** – grow our **market presence** by proactively identifying opportunities, generating leads, and driving sales success, ensuring both personal and company goals are met.

What you bring:

- **Professional (sales) background** – proven experience in **sales**, ideally within the **photovoltaic energy sector** or related industries, with an **established network or contacts** in the solar market
- **Industry insights** – deep understanding of the **French solar market**, including regulatory frameworks and incentive programs
- **Communication skills** – exceptional ability to explain technical concepts clearly and adapt messaging to different audiences
- **Language skills** – **Fluency in French and English** is required; **German is a plus**
- **Self-motivation** – a proactive, results-driven mindset with the ability to work both independently and collaboratively
- **Languages** French and English or German is a plus

Excited to be part of the solar revolution? We are looking for your application:

Contact:

Katja Volk
Head of Sales International
IBC SOLAR AG
Katja.volk@ibc-solar.com

We value diversity and equal opportunities. No matter your background, gender, or experience, we welcome you to join our team and help shape the solar energy future.