

## SALES MANAGER (m/f/d)

### Your Tasks:

- Reporting directly to the Country Head of Sales and After Sales;
- Managing the sales process externally and internally with regards of commercial and contractual matters, up to TSA and EPK contract signature;
- Creating close working relationships with customer and developing a thorough understanding of their project strategies and needs;
- Analyzing Request for Proposal package and being accountable for clarification, mark-up and negotiation of commercial and financial terms and conditions;
- Leading commercial evaluation of risks and opportunities facing your projects in alignment with experts and stakeholders;
- Preparing commercial offer according to revenue and margin targets;
- Upon successful closing of the deal, assuring the project hand over to General Project Manager;
- Expanding the network of contacts, building sales pipeline and implementing relevant growth strategy/initiatives;
- Developing strong internal relationships with colleagues in Project Management, After Sales, Logistics, Legal and other departments to ensure the success of projects;
- Participation in trade fairs and events, to generate and maintain business relationships.

### Skills:

- Degree in a technical field (mechanical engineering, electrical engineering or related) with business acumen;
- At least 5 years of experience in high value-added sales from the wind energy or other engineering industry, however consulting experiences will also be considered;
- Solid understanding of local wind energy market regulations and customers' financial requirements;
- Strong management, analytical and persuasive skills;
- Silo's breaking approach and ability to build effective relationships;
- Motivation and willingness to go the „extra mile“ to achieve the best result;
- Time management skills, flexibility and ability to work under pressure;
- Fluent knowledge of English is essential for success in the position.

## DRIVING THE FUTURE

Innovative ideas are the hallmark of our successes and move us on. We are passionate about realizing wind energy projects across the globe and meeting tomorrow's energy technology challenges. You and your engagement can make a contribution to shape the future of renewable energies.

### APPLY NOW!

Are you interested? Then please submit your application (CV, motivation letter, certificates, earliest starting date and your salary expectation) via email to: [application-it@enercon.de](mailto:application-it@enercon.de).

**Location:** Rome

### Contact

[application-it@enercon.de](mailto:application-it@enercon.de)



[www.enercon.de/karriere](http://www.enercon.de/karriere)