

## Sales Manager (m/f/d)

### Your Responsibilities:

- Active project acquisition: approaching prospects, creating new leads to attract new customers;
- Maintain a good and fluid business relationship with established customers;
- Promote and support the decision-making process proficiently;
- Plan and coordinate sales and processes, related to wind energy projects;
- Prepare and elaborate project analyses, profitability calculations, profit estimates, presentations;
- Negotiate, draft and prepare for signature the complete delivery and maintenance contracts in consultation with other departments, and own back office, in compliance with the internal process.

### Your Skills:

- Master Degree in Business or Electrical or Electrotechnical Engineering;
- At least 2 years of experience in the commercial area and renewable sector as a plus;
- Personal skills to manage long-term maturity projects successfully;
- Good knowledge of MS Office and SAP;
- Good command of English language, German as a plus;
- Strong negotiating skills;
- Broad network within the wind sector energy business will be highly valuable;
- Excellent critical thinking, decision making and problem solving skill.

### You Get:

- Hybrid work system;
- Extra day vacation;
- Network of partners with discounts for employees;
- Possibility to grow professionally and do international career.

## 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-portugal@enercon.de](mailto:application-portugal@enercon.de).

**Location:** Porto or Lisbon

### Contact

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



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