



## Account-Manager for International EPC Projects

Location: Wörrstadt

### Category

- Solar energy

### Start date

- Immediately

### Your duties and responsibilities

As Account Manager for International EPC Projects, you are responsible for the successful acquisition of new customers and the management of existing customers abroad in all their sales needs.

Your primary responsibilities include:

- Acquisition of international EPC projects
- Planning, organization and implementation of activities for on-site sales support
- Preparation and presentation of competitive offers
- Review of cost-effectiveness of projects
- Contract negotiations
- Investor support during discussions with financing banks
- On-site customer support
- Fostering and maintenance of necessary networks

### Your profile

Following your technical or commercial studies, you have been able to gather several years' international professional experience in the sale of complex investment goods that require explaining (ideally in the area of the energy industry). You can point to successes in the acquisition of major international projects. Your way of working is distinguished by being independent, goal-oriented, able to work under pressure and able to offer very good communication skills. You have highly developed intercultural skills, you like to work as part of a team and you have a fluent command of business English. In addition to great willingness to travel, your profile is rounded off with practical familiarity with the MS Office suite and software programs necessary for sales (e.g. GIS, PV-SOL).

### Interested?

To apply, please find this job description on our website and fill in your personal data. Do not forget to attach your cover letter, CV and credentials. Please consider that some parts of our website are not available in English. In case of any inconvenience, please feel free to send us your application via e-mail.

***We are looking forward to your energy!***

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