

HCK Solar Energy Ltd. – Content for Career Page

1. Manager Sales

Location – Kolkata / Bhubaneswar / Jamshedpur / Ranchi / Guwahati / Raipur / Bhopal / Lucknow / Gurgaon / Jaipur / Ahmedabad / Surat

Desired Experience & Qualification:

- Bachelor's Degree in Business Administration / Marketing / Engineering, or related field with 4+ years of relevant solar industry experience. MBA preferred.
- Proven track record of success in B2B, Project & Industrial Sales in the solar energy or renewable energy industry.
- Excellent leadership, communication, presentation and negotiation skills.
- Ability to analyze market trends and develop strategic sales plans accordingly.
- Experience in managing and motivating a sales team to achieve targets.

Key Responsibilities:

- Develop and implement strategic sales plans to achieve company objectives and revenue targets.
- Lead and motivate the sales team to drive performance and exceed sales goals.
- Identify and pursue new business opportunities through market research, networking, and lead generation.
- Build and maintain strong relationships with existing and potential clients to understand their needs and preferences.
- Collaborate with engineering and project management teams to ensure Preparing accurate proposals and timely project delivery.
- Provide guidance and support to sales team members, including training, mentoring, and performance evaluation.
- Stay updated on industry trends, competitive landscape, and regulatory developments to inform sales strategies and product offerings.
- Prepare regular sales reports and forecasts for management review.

If your profile matches to our above requirement and you feel interested, please share your updated Resume at hrd@hcksolar.com

You can reach us at 9163329536 / 8100765825 for any further query.