

Photon Energy Group is a group of companies with a shared mission: making clean energy, clean water and clean environments accessible to everyone.

**Photon Energy** provides comprehensive solutions that support the generation of clean energy and the integration of renewables into the electrical grid. **Photon Water** offers water treatment and management solutions, and **Photon Remediation** deploys advanced technology to remove contamination from all environments.

A publicly traded company operating in over 15 countries across two continents, we combine a global outlook with localised expertise.

Since our founding in 2008, we've expanded to a team of more than 350 employees around the world. And we're committed to fostering a culture of shared values and sense of purpose as we continue to grow.

For more information, please visit [photonenergy.com](https://photonenergy.com).

## Sales Manager, International Markets

We are seeking an experienced **Sales Manager** to join our **Technology** team specialising in B2B sales of solar panels, inverters, and batteries.

This newly created position will focus on identifying new business opportunities and entering new foreign markets, primarily through the acquisition of new clients.

### Key Responsibilities

- ▶ Developing and implementing international sales strategies to expand the company's presence in new markets
- ▶ Identifying and evaluating potential acquisition targets that align with growth objectives
- ▶ Collaborating with cross-functional teams to develop comprehensive acquisition plans
- ▶ Conducting market research to identify new markets, assessing market trends and monitoring competitors
- ▶ Preparing price offers and contract negotiation
- ▶ Building and maintaining strong relationships with international clients
- ▶ Achieving set individual sales goals

### Qualifications and Experience

- ▶ Minimum 3 years of experience in a sales position, with a focus on acquisitions
- ▶ Experience in the field of renewable energy sources is a great advantage

- ▶ English at a communicative level (daily usage); German at a communicative level is a big advantage
- ▶ Strong communication and negotiation skills
- ▶ Developing and maintaining strong, trust-based relationships with clients
- ▶ Prioritising tasks to manage multiple accounts efficiently
- ▶ Organisational skills to keep track of client interactions and deadlines
- ▶ Working effectively with colleagues and other departments
- ▶ Being open to change and willing to learn new skills

## **Our Offer**

- ▶ Full-time cooperation based on a B2B contract with the possibility of an immediate start
- ▶ Motivating bonuses based on achieved individual results, without setting a maximum limit
- ▶ An interesting job at a fast-growing global organisation in the promising fields of renewable energy, environmental remediation and clean water technology
- ▶ Company culture built on trust and diversity
- ▶ Working tools: laptop and mobile phone

If you are interested in the position and fulfil the above requirements, please apply online or send your CV to [careers@photonenergy.com](mailto:careers@photonenergy.com).

<b>Working location:</b>	Prague, Czech Republic
<b>Type of employment:</b>	B2B contract
<b>Type of contract:</b>	Full time
<b>Length of contract:</b>	Indefinite with trial period of 3 months
<b>Required languages:</b>	English (fluent), German is an advantage