

## Business Development Manager EU

Photovoltaic Solutions BU

Delta Group is the world's largest provider of switching power supplies and a major source for power management solutions, components, visual displays, industrial automation, networking products, and renewable energy solutions. Established in 1971, Delta Group has sales offices worldwide and manufacturing plants in Taiwan, Thailand, China, Mexico and Europe. As a global leader in power electronics, Delta is committed to environment protection and has implemented green, lead-free production and recycling and waste management programs for many years. Delta's mission continues to be: "To provide innovative energy-saving products for a better quality of life".

For our Netherlands office in Hoofddorp we are looking for a

### **Business Development Manager EU Photovoltaic Solutions BU**

to build up its strategy and workforce to successfully penetrate the European photovoltaic system market. The Business Development Manager should set up the strategic goals and help find an effective way to achieve the business targets set by the head quarters.

#### **Job responsibilities**

- >> Identify target markets and new opportunities in the EU markets
- >> Build a team and lead the team to work towards the common business goals
- >> Conduct extensive market research and investigate industry trends and competition
- >> Propose detailed business plans

## **QUALIFICATONS**

- >> A university or above degree in electrical engineering, finance, economics or business administration
- >> At least 10 years of work experience, of which at least 5 years in the EU solar industry
- >> Good knowledge and insight in the European/global photovoltaic system market
- >> Experience in managing a team responsible for an annual revenue of at least US\$10M
- >> Previous sales experience & Good contacts within the utility field preferred
- >> Good command of written and spoken English  
& Good knowledge of German or Italian would be a plus
- >> Good communication skills, Team Player & Entrepreneurship
- >> Objective-oriented and well-organized
- >> Frequent traveling required

## **SALARY**

A good salary package depending on qualification and experience. Good secondary conditions are being offered.

## **Contact Information**

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