



SALES MANAGER

SOLAR ENERGY

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.

Since its inception in 2004, DelSolar is a leading solar cell provider, achieving rapid and continuing success in innovation, superior manufacturing technology, production yields, and world-class cell efficiency. The synergy of the alliance between parent company, Delta Electronics, Inc. and the Industrial Technology Research Institute (ITRI), a well-known technology development organization in Taiwan, enables DelSolar to make a strong commitment to cost-effective solar powered systems. DelSolar is committed to providing clean, efficient solar energy for a greener world.

For the German market we are looking for a

SALES MANAGER DELSOLAR

JOB RESPONSIBILITIES

- » Support Delsolar in achieving overall budget and team goals
- » Grow the business by identifying and developing (potential) key accounts
- » Implementation and management of the relationships with main clients and dealers
- » Definition and implementation of strategic goals related to the European market
- » Respond to RFQ's, conduct in-field evaluation and competitive analysis
- » Provide input to Product Management and customer support teams with sales policies, pricing, advertising and specific market requirements
- » Close interface with applications engineers, R&D engineers, inside support and technical sales support in Asia to ensure on time delivery

JOB RESPONSIBILITIES

- » Analyze market conditions and competitor moves to set out a clear sales strategy which matches the customer strategy
- » Develop and encourage clear and open style of communication with relevant partners in Asia and USA to create and maintain an open and trusting relationship
- » Follow up on issues the Account Executive encounters with the customer and working closely with team members
- » Complete assignments in an accurate, thorough and timely manner

QUALIFICATONS

- » Experience in commercial activities in a competitive multinational company
- » Five years of sales experience in Consumer Electronics or Appliance
- » Strong knowledge of the EMEA market, Delta's product portfolio and competition
- » Team management and strategic sales experience
- » Strong sales and negotiations skills
- » Excellent communications and interpersonal skills
- » Excellent organizational/prioritization skills & presentation skills
- » Fluent in English & German, any other foreign languages will be a plus
- » Frequent travelling is required

SALARY

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

Contact Information

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