

Job description

International Business Development Manager (M/F)

SWIRL is looking for an ambitious and energetic Business Development Manager to help us to expand our clientele in the fields of the distributed wind energy supply on off-grid markets in Africa. You will be the front of the company and will have the dedication to create, apply and implement an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

Responsibilities include:

- Develop a growth strategy focused on financial gain and on applications dedicated to satisfy customer needs
- Identify markets, customer needs and applications for decentralized energy generation
- Estimate feasibility on markets regarding local business frameworks and conditions (legal, financial ...) and establish contacts to the local authorities
- Promote the company's products/services addressing or predicting customers' objectives
- Identify prospective customers
- Build long-term relationships with new and existing customers
- Conduct and negotiate business deals in respect to manufacturing and logistical issues
- Prepare sales and maintenance contracts ensuring adherence to legal rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and organize after-sales support
- Reporting to and close cooperation with General Management

Requirements and skills

- Proven working experience in international business development, international sales executive or a relevant role
- Proven international sales track record
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software (e.g. Salesforce)
- Fluency in English, French, German; Proficiency in Portuguese, Spanish and Arabic seen as an advantage
- Renewable Energy Market knowledge
- Excellent communication and proven negotiation skills
- Ability to build confidence
- Time management and planning skills
- Electrical / Mechanical / Environmental or Project Management Engineering degree MSc / BSc in business administration, sales or relevant field
- Team, objective and customer oriented, high performance capacity

Interested? Please send CV and covering letter outlining your suitability and enthusiasm for the position to:

SWIRL SeCS

3, rue Thomas Edison

L-1445 Strassen (Luxembourg)

The team looks forward to get to know you: joseph.hess@swirl.energy