

Manager Sales (Solar and IOT Solution Sales) (Karachi, Lahore, Islamabad)

Telecom Foundation is looking for a talented and results-driven **Manager Sales (Solar and IOT Solution Sales)** to join our team. This role is responsible for identifying and securing new business opportunities, as well as managing and expanding existing sales Team and Sales accounts.

Responsibilities

- Responsible for providing technical expertise to clients and working closely with our commercial and technical teams to develop and deliver customized solutions that meet our clients' needs.
- Need to have strong Team Management Skills.
- Responsible for identifying and securing new business opportunities, by visits and cold-call methods, as well as managing and expanding existing Sales team and accounts.
- Manage the entire sales process from lead generation to project delivery and ensure that all projects are completed on time, within budget, and to the client's satisfaction.
- Need to work collaboratively with cross-functional teams and communicate effectively with clients and stakeholders.
- Analyze data to identify trends and opportunities for growth and provide insights to help improve future sales strategies.
- Capable of presenting technical information in a clear and concise manner to both technical and non-technical audiences.
- Manage proposals and obtain related services and provide for projects. drawings and schedule with the project team.
- Review the costs of structural estimates, interconnection, permitting agreements, production estimates, and assessment of commercial and technical risk factors.
- Oversee the development of structural and electrical designs for net-metering, roof, ground, and parking canopy solar electric systems that meet all regional and local customer-defined requirements.

Eligibility Criteria: and skills

- Minimum 8 years' experience with Bachelor's Degree and/or 6 years with an additional (higher degree) in management such as MBA.
- Degrees in relevant fields from HEC recognized Universities (local or foreign).
- Experience in Power Systems and Solar Engineering is mandatory.
- Proven experience in Sales of Solar Products and Solutions is mandatory.
- Working knowledge of energy modeling, PV-specific modeling, standard electrical calculations, basic structural & mechanical calculation, IOT products Knowledge.
- Experience in providing technical support for energy-related projects with accountability for project performance and design
- Strong knowledge of PV components and related manufacturers

- Experience in value engineering of photovoltaic or other constructions projects
- Experience with medium voltage power electronics
- Good working knowledge of standard utility processes for interconnection approval and design requirements.
- The position is based in Karachi, Lahore & Islamabad; 60% travel is required.
- Person having Own Vehicle will be given preference.

Note: Selected Candidates will be given market competitive salary along with attractive commissions.

Candidates may apply on the following link:

<https://forms.gle/QwUedVLLFjw1jqp8>