

AM Sales (Solar and IOT Solution Sales) (Lahore & Karachi)

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

Responsibilities

- Responsible for providing technical expertise to clients and working closely with our sales and engineering teams to develop and deliver customized solutions that meet our clients' needs.
- Responsible for identifying and securing new business opportunities, by visits and cold-call methods, as well as managing and expanding existing accounts.
- Assist in Managing 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.
- Work collaboratively with cross-functional teams and communicate effectively with clients and stakeholders.
- Present technical information in a clear and concise manner to both technical and non-technical audiences.
- Assist in Managing proposals and obtain related services for projects, create drawings and schedules with the project team.
- Review the costs of structural estimates, interconnection, permitting agreements, production estimates, and assessment of commercial 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.
- Expert in both the on-grid system and hybrid Systems for corporate and domestic clients as well.

Eligibility Criteria and Skills

- Minimum 2 years of experience with Bachelor's Degree.
- Degree from HEC recognized Universities (local or foreign) is required.
- Proven Experience in Power Systems and Solar Engineering is highly desirable.
- Sales experience of Solar Products and Solutions is desired.
- Working knowledge of energy modeling, PV-specific modeling, standard electrical calculations, basic structural & mechanical calculation
- 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 requires 70% travel.
- Person having own Vehicle will be given preference.

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

Candidates may apply through the following link:

<https://forms.gle/gE5WW49aJVHKLrzE8>