

## Senior Key Accounter / Utility Sales Developer (M/F/X)

**Ort:** Freiberg, Hohenstein-Ernstthal, Bitterfeld-Wolfen, Home Office | **Vertragsart:** full time, unlimited | **Job-ID:** B210801

### Meyer Burger – WORK FOR A VISION

Meyer Burger will start producing high-performance solar cells and solar modules in 2021. Our proprietary Heterojunction/SmartWire technology will enable us to produce solar modules that are more efficient and allow higher energy yield than products from other manufacturers. This is how we intend to grow into a leading European photovoltaic company. Meyer Burger currently employs around 800 people at development and manufacturing facilities in Switzerland and Germany and at sales locations in Europe, the USA and Asia.

Meyer Burger was founded in 1953 and has set the main standards in the photovoltaic industry over the past decades. A large proportion of all solar modules produced worldwide are based on technology developed by Meyer Burger.

### Summary of your Role:

You develop suitable customers in the project development and EPC segment. As our product specifications for this target segment are yet to be defined, you will first filter suitable partners in the market for us, identifying their needs and product requirements. Based on this knowledge, you will work closely with Product Management, in order to ensure that we meet those market requirements. In parallel, you will build up a pipeline of future projects with your newly acquired accounts. Out of that pipeline, you try to secure as many orders as possible for our future business. In order to do that, you will be deeply involved in contract negotiations, defining economical as well as technical terms. Your counter parts are high-level purchasers as well as technical experts. You will correspond with each of them on eye level.

Your customers are based mainly in Europe with the main markets currently being Germany, France and the Netherlands.

You play an active role in our international team. You will be involved in the regular exchange of information with internal departments and colleagues in different sales regions.

### Your Personality:

- You're an open-minded and an enthusiastic personality
- You're in constant exchange with your network
- You're excited about development of new business ideas and their practical implementation
- You have very good communication and negotiation skills
- You will be proud to be an active part of the energy transition in Europe

### Required Qualifications:

- 5 + years experience in Sales, preferably from the energy industry
- Solution-oriented, work independently and able to organize and document well
- Fluent language skills in English and
- Experience in dealing with high-level business contacts

We are shaping the energy generation of the future. This requires a strong team. We look forward to receiving your application as an upload directly to this position or by e-mail - preferably in pdf format and stating your availability and salary expectations. **Susan Herzog, HR Manager, +49 (0) 174 3195208 will be happy to answer your questions.**