



JOB OPPORTUNITY – SALES EXECUTIVE

Williams Solar, an experienced local Renewable Energy EPC contractor located in the island of Barbados, is seeking an experienced **Sales Executive** to provide potential and existing customers with renewable energy solutions. Williams Solar engineer, procure, construct and operate and maintain renewable energy systems. Williams Solar is a member of the Williams Industries Group of Companies.

The **Sales Executive** will be responsible for acquiring new business and upgrading current customer database through prospecting, sizing and quotations of clients' application solution.

Key responsibilities for this role include but are not limited to:

- Generate customer leads to develop new accounts
- Prepare proposals, quotes, contracts or presentations for potential customers
- Select solar energy products, systems or services for customers based on electric energy requirements, site conditions, budget, or other factors.
- Assess sites to determine suitability for solar Photovoltaic (PV) systems
- Calculate potential solar PV system energy production
- Personally hand-over your clients systems, ensuring that you give basic training on usage.
- Develop strategic plans for sales territories
- Provide customers with information such as quotes, orders, sales, shipping, warranties, credit and funding options
- Demonstrate use of solar-related equipment to customers or dealers.
- Prepare sales reports as directed by the Manager
- Visit ongoing installations sites to ensure attainment of quality works, smooth handover and develop close strong relationships.
- Support marketing activities by attending trade shows and other events
- Ensure provision of quality service and support to all our clients from site survey, delivery, and technical advice and after sales service.

The successful candidate should possess the following:

- Excellent oral and written communication skills
- A minimum of 3 years of working experience as a sales executive in a similar or closely related field
- Knowledge of distributed generation solar PV systems
- Technical perspective and analytical thought
- Mathematical and computer proficiency
- A valid driver's license
- BS degree in Sales, Marketing, Business administration or a related field would be an asset
- Formal training in Solar Photovoltaic (PV) system technical sales would be an asset.

Interested applicants may kindly submit their application consisting of a cover letter and CV to admin@williamssolar.com with subject title '**Sales Executive**' no later than **March 5th, 2023**. **Only suitable applications will be acknowledged.**