

Senior Sales Manager

Description

About Boson Renewable :

Boson Renewable, a subsidiary of Boson Motors is a leading manufacturer of Energy Storage Systems (ESS) batteries, solar components, and offer turnkey solar solutions. We empower businesses and communities to transition towards a greener, more efficient future. Our team is passionate about renewable energy, and we are looking for like-minded individuals to join us in making a lasting impact.

Role Overview :

We are seeking a highly experienced and results-driven Senior Sales Manager to lead our sales efforts in the renewable energy market. This role involves developing sales strategies, managing key accounts, and driving revenue growth through B2B and channel partnerships.

The ideal candidate will have extensive experience in the solar /renewable energy industry, with a strong network of industry contacts and a track record of closing high-value deals in the solar and energy storage markets.

Responsibilities

Key Responsibilities :

- Develop and implement a strategic sales plan to drive revenue growth in key markets.
- Identify and secure new business opportunities in solar energy, ESS and Lithium batteries, and turnkey solutions.
- Develop distributions and dealers in South India.
- Recruit dealers across the target area and qualify from the potential opportunities.
- Build and maintain strong relationships with key clients, EPC firms, channel partners and industry stakeholders.
- Lead negotiations for high-value contracts, end-to-end solar solutions, and energy storage solutions.
- Analyze market trends and competitor activities to refine sales strategies.
- Collaborate with the marketing team to drive lead generation and brand awareness.
- Manage and mentor a sales team, ensuring performance targets are met.
- Attend industry conferences, trade shows, and networking events to expand market presence.
- Provide regular sales reports and forecasts to senior management.

Qualifications

Required Qualifications :

- 10+ years of sales experience in the renewable energy sector, preferably in solar and ESS batteries.
- Proven track record of closing large-scale B2B and B2C deals.
- Strong network within the solar distribution, energy sectors, including distributors, EPC firms, and regulatory bodies.
- Expertise in solar financing models, PPAs, and government incentive programs.
- Excellent negotiation, leadership, and communication skills.

Hiring organization

Boson

Employment Type

Full-time

Date posted

April 3, 2025

- Ability to work independently and drive revenue targets.
- Existing relationships and contact list of existing dealers are a huge plus.

Preferred Qualifications :

- Experience working with government tenders and energy policies.
- Knowledge of residential, commercial, and industrial energy storage solutions.
- Strong understanding of technical sales in the renewable energy sector.

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