

Job Description

Job Title:	Department:	Location:	Job Type:
Sales Engineer	Sales	1088 Zobel St., Isla de Provisor, Paco Manila	Full-Time

Job Descriptions

- Generate new sales opportunities for residential, commercial, and industrial solar projects.
- Conduct client meetings and site assessments.
- Understand customer energy requirements and recommend suitable solar solutions.
- Prepare quotations, technical proposals, and presentations.
- Coordinate with the engineering team during project design and implementation.
- Negotiate contracts and close sales.
- Maintain relationships with clients and provide after-sales support.
- Monitor market trends and competitor activities.
- Achieve monthly and annual sales targets.
- Attend industry events, trade shows, and client presentations.

Job Qualifications

- Bachelor's Degree in Electrical Engineering, Mechanical Engineering, or related field.
- Licensed Engineer is an advantage.
- At least 2 years of experience in technical sales or renewable energy.
- Fresh graduates are encouraged to apply.
- Knowledge of solar PV systems, inverters, batteries, and net-metering.
- Excellent communication and presentation skills.
- Strong negotiation and relationship-building abilities.
- Proficient in Microsoft Office and CRM software.
- Willing to travel for client meetings and site visits.
- Valid driver's license is preferred.

Preferred Skills

- Strong technical knowledge of Solar PV systems, including grid-tied, off-grid, and hybrid solar solutions.
- Knowledge of Battery Energy Storage Systems (BESS), solar inverters, mounting systems, and other BOS components.
- Ability to conduct site assessments, energy audits, and recommend customized solar solutions.
- Proficiency in preparing technical proposals, quotations, system sizing, and ROI/payback analyses.
- Ability to interpret electrical drawings, single-line diagrams (SLDs), and technical specifications.
- Experience using PVsyst, Helioscope, AutoCAD, or other solar design software is an advantage.
- Strong consultative selling, negotiation, and business development skills.
- Excellent presentation, communication, and customer relationship management abilities.
- Knowledge of Net Metering, Philippine renewable energy regulations, and industry standards.
- Ability to work closely with engineering, procurement, and project implementation teams.
- Strong analytical, problem-solving, and organizational skills.
- Self-driven, target-oriented, and capable of managing multiple client accounts.
- Willingness to travel for client meetings, site inspections, and project coordination.
- Existing network within the construction, commercial, industrial, or renewable energy sectors is an advantage.