

Job Description

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

Job Descriptions

- Develop and execute sales and marketing strategies.
- Set sales targets and monitor team performance.
- Lead, coach, and manage the sales and marketing team.
- Identify new business opportunities and market segments.
- Build relationships with developers, contractors, government agencies, and corporate clients.
- Develop pricing strategies and promotional campaigns.
- Oversee digital marketing, branding, and social media activities.
- Analyze market trends and competitor performance.
- Prepare sales forecasts and management reports.
- Collaborate with engineering and operations teams.

Job Qualifications

- Bachelor's Degree in Marketing, Business Administration, Engineering, or related field.
- MBA is an advantage.
- Minimum of 5 years of sales management experience.
- Experience in solar, renewable energy, electrical, or construction industries preferred.
- Fresh graduates are encouraged to apply.
- Proven leadership and team management skills.
- Strong business development and negotiation abilities.
- Excellent presentation and communication skills.
- Strategic thinking and analytical abilities.
- Proficient in CRM and Microsoft Office.

Preferred Skills

- Strong knowledge of solar PV systems and renewable energy solutions.
- Business development and strategic planning.
- Sales forecasting and revenue management.
- Customer relationship management (CRM).
- Proposal preparation and contract negotiation.
- Digital marketing and lead generation.
- Excellent presentation and communication skills.
- Ability to analyze ROI, payback period, and energy savings for clients.
- Leadership and team management