

/ Perfect Welding / Solar Energy / Perfect Charging



WE DON'T DREAM ABOUT THE FUTURE.
WE CREATE IT.

Fronius are globally renowned for their high quality products and solutions and are continuously developing. To strengthen the team in Milton Keynes, we are looking for an experienced and proactive Sales Project Manager to develop, communicate and sell our renewable energy lease offering.

SALES PROJECT MANAGER - RENEWABLE ENERGY

The successful candidate will already have an extensive knowledge of the renewable energy sector and the technologies and financial schemes available. Efficient project management skills will also be key to this role and the candidate's success. The Sales Project Manager will report directly to the company Managing Director and hold regular meetings with her as well as the project team based at our head office in Austria.

Your duties will include, but not limited to

- Understanding of renewable energy and relevant financial schemes
- Develop a pipeline for projects and first due diligence process
- Undertake site and outside assessments
- Generate and qualify sales leads and organise customer appointments
- Conduct market research and develop new sales opportunities in the renewable sector
- Research legal and tax framework (with support from an internal specialist)
- Conduct technical discussions with authorities and utilities
- Participate in trade body events including workshops and annual meetings
- Generate quotations for customers
- Consult customers on Fronius products and services
- Maintain pipeline with probability and volume forecast
- Maintain contacts in CRM system
- Manage projects in line with Fronius Project Management milestone and escalation procedures
- Represent company at trade shows and give sales presentations

The ideal candidate will have:

- Degree educated ideally in a commercial bias
- Engineering/electrical background preferred
- Existing network within the renewable energy sector
- Experienced in project management/development and able to work on multiple projects simultaneously, particularly in the renewable energy industry
- Ability to develop financial business cases
- Appropriate tax and legal experience/knowledge
- Confident and experienced at public speaking
- Organised, motivated with a positive can-do attitude with a desire to learn and develop their skills
- Excellent communication skills in English, verbal and written – German would be a plus but not essential
- Ability to travel to Austria for training and meetings on occasion
- Willingness to work for company needs outside of the normal working time

This role is a full time role. Our head office is based in Milton Keynes and occasional travel to the office will be required but the role is a field based role with all equipment to set up a home office to be provided. To apply, please email your CV and covering letter to hruk@fronius.com.