

WINAICO is a leading manufacturer of high-performance photovoltaic modules and has been established on the European market for more than 12 years. WINAICO stands for innovation, quality and sustainability. Together with more than 800 partners in over 25 countries, we have installed countless photovoltaic systems worldwide.

To strengthen our European team we are looking for a person for the following full time position:

## Sales Manager Spain/Portugal

### Your tasks:

- + Create and execute a strategic sales plan that expands customer base and extends market reach
- + Meet with potential clients and grow long-lasting relationships by understanding their needs
- + Establish sales objectives by forecasting and developing annual sales quotas for your regions and projecting expected sales volume and profit for existing and new products
- + Maintain sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors
- + Budget responsibility

### Our requirements:

- + Commercial or technical education
- + Strong communication skills
- + Creating and implementing a sales plan
- + Meeting sales goals by monitoring progress
- + Presentation skills
- + Experience in sales, ideally with photovoltaics
- + Mobility and willingness to travel
- + Ability to work under pressure
- + Proactive, corporate thinking and action

If you feel appealed to, please send your application by e-mail including salary requirement and earliest possible job start date to Marc Ortmanns ([germany@winaico.com](mailto:germany@winaico.com)). An international growing company with excellent reputation in the market awaits you.

### WINAICO Deutschland GmbH

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