



Megawatt Recruitment Overview:

Megawatt Recruitment is a specialist recruitment firm that works with leading US and international firms to attract top talent for jobs in Renewable Energy, Carbon Capture, and related fields.

Employer Overview:

This company is a Global Top 10 energy storage integrator active in 100+ countries and with an impressive track record in the energy storage market which has earned it recognition as a Global Top 500 Renewable Energy Enterprise. At its core, the company is a manufacturer of lead-acid batteries for large scale applications such as commercial and industrial (C&I) back-up power, utility-scale energy storage, and virtual power plants. The company has over 5000 employees and is well-positioned in the U.S. market.

With the ramp up of renewable energy deployment in the United States and the need for energy storage in order to produce power when the sun is not shining or the wind is not blowing, the company has decided that now is the ideal time to enter the U.S. market directly. It has, however, already deployed its products to the U.S. market through channel partners such as Schneider Electric and Panasonic Battery, whom it manufactures products on behalf of.

Position Overview:

As the **Sales Manager for BESS**, you will be responsible for generating photovoltaic and energy storage sales and services for various industries including banking, steel, energy, postal, power, transportation, and manufacturing. You will contribute to the growth of a world leader in battery energy storage.

Job location: Remote from California

Reporting to: Global Sales Director

Key Responsibilities:

- Develop channel sales partners such as distributors, EPCs, and project developers
- Manage key clients
- Keep abreast of market trends including emerging legislation and policies in solar, energy storage, and related markets
- Keep abreast of tax credits, grants, and other incentives that would be beneficial for our company or to our customers
- Promote the company brand

Requirements:

- Fluent in Mandarin in order to effectively communicate with the headquarters
- 2+ years of battery energy storage system sales experience
- Does not require visa sponsorship
- Self-starter that requires minimal supervision
- Ability to organize, prioritize, and remain focused on key objectives
- Ability strategically manage negotiations

Benefits:

- Base salary of USD 90,000 – 100,000 per year

If you believe this opportunity is right for you, please send your CV to:
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Visit us at www.MegawattRecruitment.com