

**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:**

Established in 2005, the company is deeply involved in technology development and engineering applications in the environmental protection industry such as battery energy storage, flue gas treatment, wastewater treatment and solid waste treatment. Currently, its main efforts are on energy storage system R&D and manufacturing, system integration, investment and operation, and high-end electrical equipment manufacturing.  It has undertaken dozens of large-scale, high-impact projects in the United States, Russia, China, Italy, Switzerland, Malaysia, South Korea and other countries.

**Position Overview:**

You will be the first Sales Manager dedicated to the US market and based in the USA.  You will develop and execute the go-to-market strategy for this company's LFP (LiFePO4) battery systems (ranging from 200KW to 4.47MW) and related products such as their liquid cooled all-in-one energy storage cabinet.

Job location: Remote from anywhere in the United States

**Key Responsibilities:**

As the first Sales Manager in the United States or Europe, you be take on the challenge of building and executing a go-to-market strategy.  The company's main client base is power generation plant operators such as utilities, IPPs, and asset managers.  In the conventional power space, this company focuses on providing solutions to reduce pollution and carbon emissions, with a large portion of this being the treatment of flue gases.

1. Assist in leading the marketing of EPC/EP projects in battery energy storage, desulfurization, denitrification, and dust removal for flue gases released by power plants and other heavy industrial companies.
2. Sell related equipment, catalysts and other products.
3. Assist leaders in the company's publicity and promotion to enhance the company's visibility by attending industry expos, hosting webinars, and social media amongst other tools.
4. Develop new customers in the market.
5. Support the implementation of relevant projects.
6. Other work as assigned by the company or top management.

**Requirements:**

1. 5+ years of sales experience in the electric power or environmental protection industry.
2. Excellent customer communication skills, independent project operation and management experience.
3. Sales experience in the same industry with strong network of business contacts is an advantage.
4. Possess good English communication skills and be able to communicate with customers in oral English.
5. Willingness to travel for work.

**Benefits:**

Base salary: USD 82,000 - 137,000

If you believe this opportunity is right for you, please send your CV to:

 Amy.Marietta@MegawattRecruitment.com