



### **VACANCY: Solar Power Sales Specialist**

Lumos Energy is seeking a highly-motivated, goal-oriented, solar power sales specialist with the skills to close deals. The ideal candidate is incredibly resourceful, well versed in the art and science of sales and will join the team to drive business development and generate new revenue streams. We're looking for Joburg's best closer to help us power the new energy economy in South Africa.

#### **Roles & Responsibilities**

- Represent the Company as a professional Solar Sales Specialist through a demonstrable expertise and mastery of the solar power industry, the entire 'cradle to the grave' sales process and relationship/account management best practice
- Actively seek out, identify and generate new solar energy customer leads to develop new business and accounts through cold-calling, database acquisition, personal & professional networks, online prospecting etc.
- Research and analyse the industry to develop accurate market segmentation & client targeting strategies
- Subscribe to and operate within the confines of the Company's sales & marketing strategy and framework
- Manage and drive the sales process from prospecting and initial enquiry through to contract closure, after-sales service and long-term relationship supervision
- Present and negotiate high-value propositions and contracts in the interests of closing deals, generating new business and ultimately meeting & exceeding sales targets
- Secure, set-up and conduct initial and regular client site visits at client homes or business premises in order to introduce clients to the Company, provide relevant information, demonstrate industry & product knowledge, gather intelligence to accurately identify customer needs, offer customised solutions and build relationships
- Review unique client requirements and personal situations in order to design and prepare fully customised solar power solutions in line with the Company's product inventory, business principles and values
- Create, receive, execute and process quotes, sales orders and product orders from and for both customers and suppliers
- Provide exceptional after-sales service in line with Company policy, including account management, courtesy calls, client call-outs and follow-up site visits
- Identify, develop and maintain relationships and build partnerships with strategic influencers in the Southern African solar power, renewable energy and related industries

- Manage personal, Company, client, product and P&L budgets effectively to ensure return on investment in the best interests of the company at all times
- Provide perpetual market intelligence (key news, trends, projects, competitor activity, pricing shifts etc.) to management and the sales team
- Continuously look for ways to improve and innovate Company processes, operating principles and procedures, as well as the sales process & sales philosophy
- Build the Company brand by acting as an ambassador and implementing the brand & marketing strategy across any and all interactions with clients, suppliers, partners, distributors etc.

#### Minimum Requirements

- Matric Certificate
- 1-2 years' experience in sales environment with proven track record in closing deals, new business development and revenue generation
- Ability to understand complex technical information and systems and relay in clear, simple, layman's terms
- Experience and expertise in sales & the sales process, negotiation skills and closing high-ticket deals
- High EQ, strong social & interpersonal skills and well-developed sense of self-awareness
- Professional appearance, friendly, charismatic & passionate disposition and attention to detail
- Skilled communicator (verbal, non-verbal, written) with strong presentation capabilities an advantage
- Fluency in English required, fluency in Afrikaans preferable, additional languages an advantage
- Bachelor's Degree in Business, Economics, Marketing or related field preferable but not required
- Previous experience in renewable energy and solar power industry an advantage but not required
- Must be Johannesburg-based with the ability to travel around Gauteng and surrounds (including weekends)
- Own transport, laptop & cell phone required

#### ABOUT LUMOS ENERGY:

*Lumos Energy Pty Ltd is a renewable energy company dedicated to providing clean, affordable, full-service solar power solutions for South African households. We enable clients to go off-grid and take complete control of their energy generation and consumption. Committed to providing the highest standard of products and cutting edge technology, every decision is inspired by our mission to reduce the carbon footprint on our planet while powering a brighter future.*

*Save Money, Save the Planet.*

**TO APPLY, PLEASE EMAIL YOUR CV TO [info@lumosenergy.co.za](mailto:info@lumosenergy.co.za)**