

## Job advertisement

ECO GREEN ENERGY was founded by the French entrepreneur, Mr. Dalibor Nikolovski in 2008. ECO GREEN ENERGY has become the leading French solar brand which is distributed in more than 21 countries. In 2015, ECO GREEN ENERGY has invested in the manufacturing base of solar modules and other devices in Nantong, Jiangsu, China.

ECO GREEN ENERGY designs, develops and manufactures solar products that convert sunlight into electricity for all kinds of applications. Our ECO GREEN ENERGY solar products with the latest technology are well appreciated in the major world markets.

ECO GREEN ENERGY possesses more than 30 patents, and all our products are certified by UL, ISO9001, CB, TUV, CE, CQC, RETIE, and FIDE etc. High quality and reliability are our pursuit.

ECO GREEN ENERGY offers solar energy products and solutions for all energy projects, from small applications for individuals, to large industrial and governmental projects.

Now we are looking for the talents to join our team and fight together to build a greener world.

### **The vacant position:**

International Sales Executive

### **Job description:**

- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing sales options.
- Prepare and deliver appropriate presentations on products and services
- Sells products by establishing contact and developing relationships with prospects, recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Participate on behalf of the company in exhibitions or conferences
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Develop plans and strategies by coordinating with the managers to achieve the sales target
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

### **Essential Skills**

To be a successful Export Sales Executive, you should have at least some of the following skills:

1. Excellent communication and interpersonal skills to understand the clients' needs and interact with the vendors and the senior management personnel
2. Self-starter, outgoing personality with exceptional selling and negotiating skills to achieve the sales targets ultimately
3. Ability to research and analyze the trends in the market and take appropriate decisions or suggest recommendations
4. Proficient in language, where the products are being marketed
5. Strong presentation skills, positive attitude, and ability to work in a target driven environment
6. Should be result oriented with good business acumen, computer literate with excellent time management and organization skills

### **Education, Experience, and Licensing Requirements:**

- Bachelor's or master's degree with a concentration in marketing, promotions, advertising sales, or business administration preferred
- At least five (3-5) years of industry/ international sales experience

### **Working location:**

Shanghai, Nantong city, Jiangsu Province

### **We provide you:**

RMB Salary (monthly) + commission (yearly)  
We handle the visa for you

Please send your resume in English, and indicate the position applied in English. (Email written in English).