



## Job advertisement

Eco Green Energy is a French company specializes in research, development, production, and sales of solar PV products. Our factory and headquarter are located in Nantong, in the eastern Chinese province of Jiangsu, and our sales and marketing office is located in Shanghai. Eco Green Energy is one of the leading manufacturers and exporters of solar energy devices worldwide.

Since its creation in 2008, Eco Green Energy accomplished significant achievements in terms of international distribution, advance product certification, marketing innovation, account management and after sales follow up, in order to satisfy all its partner and extend its distribution channel.

Eco Green Energy offers solar energy products for any kind of projects, from small applications intended for individuals, up to very large government projects. Now we're looking for some talents to join us due to the business expansion.

### **The vacant position:**

International Business Developer

### **Job description:**

1. Identify potential clients in the target market and complete appropriate research on the prospective business and equipment needs.
2. Perform market research to identify new opportunities and engage with executives to establish strategies for pursuing those new opportunities.
3. Arrange business meetings with prospective client.
4. Promote the company's products/services addressing or predicting clients' objectives.
5. Partner with sales team to create contract-winning proposals for current and prospective clients.
6. Conduct research to identify new markets and customer needs.
7. Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news.
8. Other tasks assigned by leader.

### **Essential Skills:**

1. Bachelor's degree or equivalent work experience in related field.
2. Demonstrated achievement in B2B sales.
3. Proficiency with social media (Facebook, LinkedIn, Instagram's) and B2B sales platforms (Alibaba, AliExpress, Made in China...).
4. Proficiency in Microsoft office applications, including Outlook, Word, Excel, PowerPoint.
5. Basic understanding of the industry, with the ability to become a subject matter expert on the job.

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

1. Bachelor's degree or equivalent work experience in related field.
2. At least 1-2 years in similar position.

### **Working location:**



Shanghai, Nantong city, Jiangsu Province

**We provide you:**

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

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

