

Presales Manager

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Company: SOFAR

Location: india

Category: other-general

Looking for an experienced and energetic professional interested in joining a fast-growing and diverse team aimed at providing better Smart Energy solutions to our customers. The individual should be self-driving, responsible, a quick learner and a problem solver. If you are this unique individual, we'd love to meet you. Location: Delhi/Mumbai/Pune preferred

In this role you will:

- Responsible for the company's product development, analyzing local market and customer needs, formulating targeted and competitive products and solutions, and providing pre-sales technical support to channel partners and customers;
- Responsible for major project bidding scheme design, scheme production, tender response, technical clarification, product configuration and optimization;
- Conduct customer visits and technical exchanges, collect and tap customer needs;
- Responsible for product explanation and display of marketing activities;
- Improve the technical capabilities of sales staff and channel partners through training and other means;
- Analyze local industry trends, timely and accurately research, monitor and analyze competitor dynamics, output competitive analysis reports, and propose corresponding countermeasures.

We are looking for:

- Bachelor degree or above, major in electric power/electronics/electrical/automation;
- More than 5 years experience in photovoltaic industry
- Fluent in English dictation, reading and writing
- Familiar with photovoltaic products, familiar with product principles and solutions
- Able to independently complete business research, market analysis, and organize project implementation;
- Customer-oriented, with excellent communication skills

Who We Are: Shenzhen SOFARSOLAR Co., LTD. , founded in 2013, is a high-tech enterprise integrating R&D, manufacturing, sales and marketing. The core products cover a wide range of inverters including grid-tied inverters (1kW-255KW),

hybrid inverters (3-20KW), and multiple green power storage solutions. We own three R&D centers respectively located in Shanghai, Shenzhen, and Wuhan and two major manufacturing bases. Our PV&storage products are sold in more than 80 regions worldwide. Rewards:• The TOP 5 string inverter for the Chinese enterprise brand• Chinese Distributed Photovoltaic Outstanding Contribution Enterprise• The world's leading energy storage system solutions provider• The TOP Brand PV Inverter issued by EUPD in multiple countries Create clean energy and lead a green life. Welcome to join us!

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