

## Job Opportunity in Solar Energy

<b>Job Title</b>	Sales Engineer
<b>Salary</b>	Competitive

### Who We Are & What We Do

German ASEAN Power develops, engineers, constructs and operates utility-scale solar power plants and provides cost-competitive clean power to utilities and commercial & industrial customers in Southeast Asia. German ASEAN Power is headquartered in Singapore and currently operates in Thailand, Vietnam, the Philippines, Indonesia and Cambodia. More information under: [www.german-asean-power.com](http://www.german-asean-power.com).

### What We Offer

- Exciting work in an international team of experienced renewable energy professionals.
- Direct interaction with executive management level.
- Immediate and long-term career perspectives in a fast-growing international RE company.
- Fair compensation.

### Key Responsibilities

- Sales of commercial, industrial and utility-scale solar PV power plants in coordination with senior management and technical and commercial team.
- Create leads and effectively engage in the consultative selling process via phone calls, email, in-person meetings, proposals etc.
- Lead the sales proposal, quotes and RFP response creation including coordination of EPC cost estimates, milestone schedules, layouts, yield simulations, and balance of quantity with the technical team.
- Lead and coordinate the EPC and PPA contract negotiations and explain the technical, commercial and legal content to potential clients.
- Gather market intelligence and observe the technical and competitive landscape in the industry.

### Skills & Requirements

- Bachelor or higher degree in electrical or mechanical engineering and technical knowledge of related engineering systems, equipment, and construction methods and materials.
- Renewable energy experience required - previous experience working in similar function and solar energy experience is preferred.
- Excellent verbal and written communication and interpersonal skills required.
- Strong customer relationship skills and ability to effectively communicate technical parameters of a power plant to customers.
- Self-organized and reliable with the ability to simultaneously manage customer relationships and close transactions.
- Problem solver who can accurately assess, solve, implement, and communicate solutions.
- Strong understanding of financial concepts (NPV, ROI, IRR, etc.)
- Excellent verbal and written language skills in Thai and English.
- Proficiency in MS office.



**Work Requirements**

- Ability to spend time in person with customers and travel within Thailand.
- Ability to manage multiple projects in parallel and prioritize competing demands.

Please send your short application and CV to: [sticher@german-asean-power.com](mailto:sticher@german-asean-power.com)