



## Business Development Lead: Energy Storage

### Introduction to SOLA

SOLA is a vertically-integrated provider of solar technology, finance and engineering expertise in Africa. SOLA grows businesses, connects communities and helps people prosper by advancing the adoption of clean energy throughout the African continent. Our team is committed to powering Africa with clean, affordable energy.

### Overall purpose of the position:

To generate sales leads and grow our pipeline of future work in the various regions, focusing on Energy Storage Projects and Hybrid Microgrids.

Reports to: Head of Energy Storage and Microgrid Services

Location: Johannesburg (preferred) or Cape Town

### Summary of Responsibilities:

#### Technical

- Join an existing business development team that has targets in closing a certain number of projects per year
- Generate new sales leads according to specific targets
- Develop and submit proposals to clients and try to get sales across the line with them (either in the form of Solar Leases or as an outright Design & Construct of a solar system)
- Liaise with and coordinate engineering resources in the preparation of proposals
- Market analysis of suitable business cases relative to tariffs and industrial sector

#### Administrative/Operational

- Track sales processes and prepare regular updates and feedback on progress for the Regional General Manager, the Business Development Director and Head of Energy Storage services in Cape Town

#### Interpersonal

- Meeting with and effectively engaging with with potential new and existing clients in order to establish their needs
- Develop a relationship with these clients (industrial and commercial energy users, and building owners)
- Attend conferences and networking events on behalf of the company

### Key Performance Indicators

- MW of storage projects awarded within 12 months
- Number of proposals submitted per month

### Minimum Requirements:

- Have a technical and/or commercial degree (preference will be given to Electrical Engineer degrees)
- At least three years' sales and/or technical design experience (ideally in solar energy)
- Experience with energy storage products and business models will be beneficial
- Understanding of diesel market stakeholders will be an advantage
- Proficient with MS Office suite (Word, PowerPoint, Excel etc) and GSuite (Docs, Drive, Sheets, Calendar and Gmail)
- Travel around South and Southern Africa will be required
- Strong organisational skills, with the ability to persistently and consistently build and maintain a sales pipeline
- Proficient negotiator, personable and engaging
- Self-motivator, who can work under pressure and think on his/her feet

**If you are interested to apply for this vacancy, please submit your CV to [hireme@solagroup.co.za](mailto:hireme@solagroup.co.za) and complete the screening questionnaire [here](#).**

#### CLEAN ENERGY FOR AFRICA

SOLA GROUP (PTY) LTD | T: +27 (0)21 421 9764 | [INFO@SOLA.AFRICA](mailto:INFO@SOLA.AFRICA) | [WWW.SOLA.AFRICA](http://WWW.SOLA.AFRICA)

DIRECTORS: B. DAMES | C. HAW | D. CHENNELLS | D. GOLDSTUCK | D. WILLS | S. HAW | T. BOARDMAN | REG. NO 2012/042769/07