

JOB DESCRIPTION

Position: Solar Sales Manager
Reporting to: General Manager, Solar BU
Location: Buckinghamshire

About Agrivert Group & Chiltern Solar

Chiltern Solar is an MCS and NAPIT accredited SolarPV business. Operating from our offices in Buckinghamshire for over 13 years, Chiltern Solar prides itself on delivering systems to the highest designs and standards. Following the acquisition of the business the Agrivert Group in 2023, Chiltern Solar is now on an exciting expansion journey.

The Agrivert Group specialises in renewable energy. Founded 30 years ago, Agrivert has continuously provided engineering and operational excellence to its customers. We design, build and operate facilities that produce biogas and specify, install and maintain solar PV for commercial, agricultural and domestic clients. We are technology agnostic and specify solution specific products for each and every project we undertake.

About the role

The Commercial SolarPV Sales Managers/Business Developers will have good experience in developing and closing Solar project sales of over 100kWp in the B2B environment. You will have an excellent understanding of the development process of SolarPV projects and be capable of assessing energy projects from an economic and legal perspective. You will be responsible for identifying potential profitable project opportunities, conducting feasibility assessments, working with our in-house design team to develop optimised compliant designs, acquire the planning and grid connection permissions needed and closing sales. You will use your expert project management skills to drive successful projects to order closure, so our in-house project team deliver the project. There is a real prospect further career development for this role.

Key tasks

- Lead business development, networking and public framework relationships
- Define target markets and contacts within these marketplaces, and then lead the strategy to engaging with such contacts
- Relationship / account management of new and existing customers
- Collaborate with marketing to identify more effective strategies to generate sales
- Identify and take responsibility for the relationship with stakeholders, externally and internally
- Engage with the design and production teams to ensure contracts can be delivered on time.
- Active participation is essential

Key skills

- Excellent understanding of the SolarPV energy marketplace
- Ability to represent the Company at all levels
- Demonstrable experience in the sale of SolarPV energy projects over 100kWp; or relevant construction products and services
- Experienced in the use of software packages such as AutoCad, PVSol and PVSyst
- Able to co-ordinate others to assist in the development of tenders and bids
- Knowledge of bid requirements for the renewable energy industry
- Strong leadership, people management, IT and written/spoken English skills
- Eligible to work in the UK (we are not able to provide visa sponsorship) and hold a valid full UK driving licence, with no more than 6 penalty points