

Détail de l'offre : Head of Business Development in the Solar Power industry

<b>Partenaire</b>	W/ WeLinkTalent
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<b>Ville</b>	Singapore
<b>Référence</b>	30002
<b>Titre</b>	Head of Business Development in the Solar Power industry
<b>Description du poste</b>	MISSION

Responsible for developing a pipeline and closing projects selling power contracts into the Commercial & Industrial customer segment.

#### RESPONSABILITIES

Leading the Commercial & Industrial business in APAC, including but not limited to marketing, business development, sales and service.

Develop accurate segmentation and targeting of the market including identification of customer and market opportunities, establishing a balance of long-term pipeline and short-term revenue.

Design and implement an effective channel management plan to ensure our client is being recommended and introduced to strategic opportunities.

Industrialise the process around identifying and serving customers' needs to match the corporate strategy.

Identify and target strategic clients and projects, establish long-term & trustful relationships with clients.

Guide and participate in a project team to effectively implement the customer and project plans. Be flexible and proactive to deal with complex situations and achieve sales targets.

Setting the business negotiation strategy to ensure the financial health of the business (right balance of sales, operating expenses and profits).

Develop the marketing plans to build the brand.

The performance will be assessed on pipeline generation, the number of projects closed, project profitability, revenue, customer relationship enhancement, brand influence, enhanced competitiveness and team building.

Establish one team of high efficiency & unity, and continuously cultivate and export talent.

#### IDEAL TALENT

Analysing the market to identify attractive customers.

Being able to deal with long sale cycle (6 to 12 months)

connect directly with clients at the senior management (C-level).

Building long-term relationships and structuring pricing proposals.

Coordinating with technical teams internally and externally.

Negotiating high-value contracts to a close.

Minimum 5 years of work experience in the related industry like energy/ICT,

experience in APAC will be an advantage.

Team management experience will be an advantage.

Excellent communication skills and good technical knowledge, coupled with a dynamic approach to sales. Success-oriented.

Based in Singapore and will require frequent regional travel.

Broad network across the region.

Frequently travelling and working in a dynamic and fast-paced environment.

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WE LINK THE RIGHT TALENT TO THE RIGHT OPPORTUNITY

\* Who are we?

WeLinkTalent is a boutique human capital consultancy firm specialising in senior-level executive search covering Singapore and Asean. We link skills, personality and potential to the right company to create value and synergies that benefit both parties.

\* Why us?

We are a unique name when it comes to recruitment, and we provide the "Best in League" Talent from our well-established network. We have a very competitive and transparent system. We engage with you and design a personalised recruitment strategy.

To apply

Please send your CV in .doc format to [talent@welinktalent.com](mailto:talent@welinktalent.com) mentioning the job reference number WLT30002.

We thank you for your interest in this position and regret that only short-listed candidates will be notified.

Please follow WeLinkTalent on LinkedIn to access all our vacancies.

[www.welinktalent.com](http://www.welinktalent.com)

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Nathalie Marie-Claire White | Registration N° R1658916

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**Type de contrat**

**Métier**

**Description de la société**

Emploi

Direction (générale, business unit) / Stratégie

OUR CLIENT

Our Client is a main actor in the PV solar energy for Commercial, Industrial and Public

sites in the Asia Pacific region.

**Localisation** Singapore  
**Pays** Singapour  
**Expérience** Expérimenté (3-10 ans)  
**Secteur** Énergie - Extraction  
**Langues** Anglais