

HEAD OF BUSINESS DEVELOPMENT & SALES (M/F/X)

Suntrace GmbH, a member of Dornier Group, is an international Consulting Company for large solar energy projects. We advise worldwide on planning, financing and realization of renewable energy projects. We provide our clients with resource data, technical and financial concepts and manage project implementation. Our customers are financial and strategic investors like project developers, independent power producers, funds as well as international development organisations. Suntrace is specialized in emerging markets and developing economies and has been active in over 40 countries worldwide.

We are currently looking for a Head of Business Development and Sales to strengthen our team in the areas of acquisition with a particular focus on private sector clients such as financial and strategic investors, developers, power producers and industrial energy users.

Your responsibilities:

- Implementation of Suntrace' business development strategy
- Manage, drive and monitor sales activities
- Manage key accounts, identify and approach potential new clients
- Development of tailor-made pitches to potential customers
- Writing proposals in coordinating with clients and business partners
- Collaborating with other Dornier Group members world wide
- Representing Suntrace at conferences, networking events, exhibitions

Your ideal profile

- Master or Diploma in Industrial Engineering (WirtschaftsingenieurIn), Economics, Business Administration, or similar
- Several years of professional experience in sales, business development and/or working experience in a relevant area (energy markets, renewable energy, consulting, project development)
- Self-motivated worker and team player
- Ability to manage multiple projects with international and interdisciplinary teams, often with tight deadlines
- Proficient use of English and German in business context. Most communication will be in English. French communication skills would be an asset
- Proficient use of Excel and other MS office products.

We offer

- highly inspiring and exciting international work environment with a leading consulting company in the renewable energy field
- responsible role, flat hierarchy with many degrees of freedom, working directly with managing directors
- excellent personal development perspectives within Suntrace and Dornier Group

Date
August 20, 2019

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Please send your CV & references in a single PDF-file before September 6th, 2019 via email with subject "Head of Business Development and Sales" to HR@Suntrace.de. Please mention your earliest availability and your salary expectations in your cover note.