



Commercial Business Development Representative

Purpose

The Commercial Business Development Representative position is established to provide technical sales to the commercial industry.

Reporting

The Commercial Business Development Representative reports directly to the Commercial Business Development Manager.

Substitute

The Commercial Business Development Manager will take the responsibilities of the Commercial Business Development Rep. in his/her absence.

Scope of Work

The Commercial Business Development Representative responsibilities will be:

1. Learn about the solar and wind power industries, current technology.
2. Must be able to act on the instructions from a supervisor.
3. Must learn how to look for issues and become a capable problem solver.
4. Contacting clients and recommending solutions based upon their requirements.
5. Quoting projects according to customer requirements
6. Attend meetings with clients to discuss projects
7. Following up on prospective customers to close sales
8. Effectively demonstrate full knowledge of PV systems during customer surveys
9. Negotiating contracts with clients
10. Maintaining and developing relationships with existing customers
11. Liaising with the Operations Team to design PV systems and handover projects once they are sold
12. Submitting accurate and timely forecast/status reports to management.

Skills

Good sales approach
Excellent written and oral communication skills
Effective closing skills
Interest in renewable energy and sustainability
Ability to work in partnerships and small teams
Target driven, organized and hardworking
Numerate and able to grasp technical concepts.

As with all positions at APS, the Commercial Business Development Representative must be dependable, orderly and able to work both individually and as a team player.