

PR/096300 | Solar Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1616916

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 07:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Location

Hanoi City

Company Overview

A global technology-driven organization specializing in renewable energy and smart power solutions, supporting businesses in their transition toward sustainable energy.

Key Responsibilities

Identify and build relationships with commercial clients, investors, and stakeholders within the solar and energy storage sector.

Lead the full sales lifecycle, from opportunity generation through contract closing and project delivery coordination.
Assess client needs and recommend suitable solar and battery storage solutions from both technical and commercial perspectives.
Prepare proposals, quotations, and tender submissions while supporting negotiations and solution presentations.
Establish and strengthen partnerships with EPCs, distributors, integrators, and other industry stakeholders.
Monitor market trends and competitor activities to support business growth initiatives.

Requirements

Minimum 3 years of experience in B2B sales, business development, or key account management within renewable energy, power systems, electrical equipment, or related industries.
Bachelor's degree in Electrical Engineering, Energy Engineering, Power Systems, or a relevant technical field.
Strong communication, negotiation, presentation, and stakeholder management skills.
Ability to quickly understand new technologies and commercial solutions.
Good command of English for business communication.
Experience in solar PV, BESS, renewable energy, or energy-related projects is highly preferred.

Benefits

Attractive salary package with performance-based incentives.
Comprehensive healthcare and insurance coverage.
Full salary during probation period.
Professional training and continuous learning opportunities through international programs.
Exposure to large-scale renewable energy projects and multinational business environment.
Clear career progression and long-term development opportunities.
Five-day work week (Monday to Friday).

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

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Company Description