PR/096307 | [HCMC] Senior / Mid-level Solar Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1616921

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
October 13th, 2026 11:10

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview

A company in the renewable energy industry is hiring for a Senior/Mid-level Solar Sales Manager position. This role offers an exciting opportunity to work at the forefront of solar and energy solutions, helping customers identify the right technologies while driving business growth. It is well suited for professionals who enjoy customer development, solution-based sales, ecosystem partnership building, and managing complex commercial projects from opportunity identification through successful delivery.

Location: Ho Chi Minh City

Job Description

- Develop and expand relationships with investors, customers, and key decision-makers to promote energy solutions and support business growth.
- Manage end-to-end sales projects, coordinating internal and external resources to improve project success and achieve regional business objectives.

- Understand customer requirements and recommend suitable technical and commercial solutions aligned with project needs.
- Participate in solution planning, bidding activities, quotations, and proposal preparation to support business opportunities.
- Analyze market conditions and competitive positioning to support solution development and business strategy.
- Develop and maintain relationships with ecosystem partners and industry stakeholders to strengthen market presence and customer support capabilities.
- Gather customer feedback and market insights while collaborating with internal teams to continuously improve business performance.

Qualifications

- Bachelor's degree or above in Electrical Engineering, Energy Engineering, Power Engineering, or a related field.
- Minimum 3 years of experience in key account management, customer development, or business development within the solar, battery energy storage, power equipment supply, or related industries.
- Strong interest in renewable energy technologies and willingness to continuously learn new technologies and solutions.
- Experience managing customer relationships and engaging with key decision-makers.
- Strong communication, presentation, negotiation, and persuasive skills.
- Ability to work effectively with cross-functional teams and external partners.
- Strong analytical and logical thinking capabilities.
- Good command of English, both written and spoken, equivalent to IELTS 6.0 or above.

Benefits

- Competitive salary package.
- Service performance bonus.
- Full salary during the probation period.
- Short-term and long-term performance awards.
- Professional training programs, including both online and overseas learning opportunities.
- Comprehensive insurance coverage, including social insurance, health insurance, unemployment insurance, accident insurance, and healthcare insurance support.
- Professional and multinational working environment.
- Career development opportunities within a growing and technology-focused organization.
- Employee care initiatives, cultural activities, and sports programs organized periodically.

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Company Description