

Indigo Energy's mission is to develop, build, and operate high-quality solar projects. Based in Myanmar from 2012, Indigo Energy has evolved over time. The first phase was focused on rural electrification, the second phase on commercial and industrial (C&I) rooftop solar, and the most recent (i.e. Indigo Energy 3.0) on outsourced engineering services around solar.

Indigo Energy is seeking a sales manager to help drive the growth of our solar energy business. This person will lead to expanding our customer base, lead a high-performing commercial team, and execute the sales process.

### Job Description

- Develop and implement strategic sales plans to meet and exceed company targets.
- Lead, coach, and manage a solar sales team comprising front line sales, sales support, and marketing content.
- Evaluate and prioritize tenders, RFPs, and other potential projects.
- Conduct financial analysis of solar projects to evaluate feasibility and propose pricing recommendations
- Build and maintain strong relationships with old clients, partners, and stakeholders to (help) close deals.
- Monitor market trends, competitor activities, and customer feedback to refine sales tactics.
- Support project financing by liaising with banks to secure short term and long term loans for ongoing solar projects.
- Pursue new business opportunities not only in commercial and industrial solar markets but also in international solar markets.

### Job Requirements

- Bachelor's degree in Business, Engineering or a related field
- 5+ years of sales or business development experience, preferably in solar or renewable energy
- Experience leading a sales or commercial team
- Strong track record in closing deals and meeting targets
- Experience with tenders, RFPs, and commercial projects
- Understanding of solar project pricing and financial analysis
- Strong communication, negotiation, and relationship-building skills
- Self-driven and comfortable working in a fast-growing environment

*Due to a high expected volume of applications, only short listed candidates will be contacted. If you have not heard from us within two weeks from the vacancy closing date, you should assume your application has been unsuccessful. We apologize in advance to the candidates for whom we will not be able to reply.*