

ZENON ENERGY

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info@zenon.energy

Position: Sales Engineer

Area: Stellenbosch Winelands

Compensation: Competitive (apply for more info)

Company Overview:

Zenon Energy has developed a cutting-edge, 25+ year energy storage system designed to overcome the flaws of battery-based energy storage. Zenon Energy has mastered the technologies behind battery charging, active cell balancing and advanced cooling which allows us to deploy a perfectly controlled, 25+ year lifetime ESS powered by our revolutionary SuperTitan™ battery and our innovative Zenon Atlas™ BMS.

Zenon Energy's goal is to provide turnkey, modular, renewable energy storage solutions to the discerning buyer who understands the impact of having a cost-effective, long-term energy storage solution, especially in the South African context.

Our deep tech, energy storage technology unlocks the full potential of solar and other renewable energy technologies. Zenon's energy system solutions are ideal for solar installers, independent power producers (IPP's) and SMEs. The candidate is required to have a strong technical understanding and experience in business management activities.

Job Description:

Zenon Energy is looking for a qualified and innovative Sales Engineer to promote business growth, increase sales numbers and assist executives in other business development activities. In this role, your duties will include overseeing basic daily sales activities, assisting in the implementation of quotations, sales agreements, project management, execution of projects and reporting to the CEO / CTO.

The role of the Sales Engineer also includes ensuring the company's sales activities, such as client onboarding, partner onboarding and all other sales-related activities run smoothly and efficiently, whilst complying with management's specifications. You will also be required to perform duties outside your scope and administrative tasks as required by the company. This job will provide the candidate with the opportunity to travel abroad, especially to the EU and Africa.

To ensure success as a Sales Engineer, you should demonstrate advanced sales competency, have a firm understanding of the Zenon product line and possess a firm grasp of the engineering sciences. Excellent communication skills, both written and verbal is also required by the candidate.

Sales Engineer Scope Overview:

- Reporting to the CEO and CTO about company sales and leads.
- Effectively quoting on leads and turning those leads into sales.
- Effectively communicating with customers and other Zenon partners.
- Liaise with other Zenon Operatives to achieve desired outcomes.
- Developing and implementing company policies that ensure sales compliance as set out by the company's standards and guidelines.
- Improving business functionality to align with the company's core objectives.
- Planning and managing projects and contributing to sales innovation.
- Promoting sales by implementing improved sales procedures.
- Communicating with Zenon operatives to ensure sufficient stock levels for orders.
- Monitoring for adherence to policies and processes throughout the company.
- Ensuring positive client, partner, and potential customer relationships.
- Drive and supervise positive business growth.
- Oversee day-to-day sales activities.
- Introduce and implement innovative short and long-term business goals.
- Liaise and consult with clients, partners and Zenon staff.
- Oversee and manage sales activities.
- Harmonize organizational activities.
- Negotiating tender and contract terms with key customers.
- Analysing costs, sales and other key performance indicators.
- Preparation of Quarterly reports of the company.
- Helping in the design of custom-made products.
- Establishing new, and maintaining existing, relationships with customers.
- Help promote a company culture that encourages top performance and high morale.

Key Assignments:

- Drive Zenon product sales and business growth.
- Develop effective sales procedures and protocols for Zenon products.
- Pursue leads and close deals.
- Assist in the promotion and advertisement of Zenon's product offerings.
- Assist and serve customers, providing a high standard of technical customer service.

Sales Engineer Requirements:

- Experience with renewable systems design and quotations.
- Be familiar with current technologies and systems.
- Be familiar with RFP and RFQ protocols and processes.
- Experience within the renewable energy field.
- Preferably electrical experience or industry experience in solar.
- In-depth knowledge of sales strategies.
- Exceptional leadership and communication skills.
- Ability to promote efficiency toward achieving business objectives and profitability.
- Advanced knowledge of best business practices.
- Experience with budgets and financial reports, and monitoring expenses.



Key Competencies:

- Can talk laterally, creatively and have strong problem-solving skills.
- Must be extremely computer literate and have a firm understanding of technology.
- Must be strong verbally and can sell anything.
- Attention to detail.
- Demonstrate a thirst for learning and professional development.
- Demonstrate ability to master new technology and apply skills across multiple platforms.
- Able to thrive in a close-knit team, sharing a commitment and passion to growing our business.
- Ability to work effectively in a virtual office environment.
- Thrive on a challenge.
- Care deeply about helping the team succeed and about delivering a high-quality work product for the client.

Benefits:

- Work on a flexible schedule
- Join a fast-paced, highly innovative next-generation tech company.
- Get paid from an international company with strong fundamentals.
- Opportunity to travel abroad and relocate to the EU after several years of service.

Compensation:

- Competitive Salary [please apply to find out more]
- Lucrative stock options available after 36 months of service*.
Extended stock option plan available after 36 months. *[T's & C's Apply].

Application:

To apply for this position as Sales Engineer at Zenon Energy, please send your cover letter and CV to **info@zenon.energy**