

Job description

Job title:	Technical Sales Manager	Reports to:	Manager, Rexel Energy Solutions
Number of direct reports:	0	Location:	Dublin office – with the opportunity of a hybrid working model (home and office)
Role purpose:	<p>Rexel Energy Solutions requires an experienced Technical Sales Manager to help grow and develop the division within the Irish market.</p> <p>The Technical Sales Manager will support the Rexel Ireland branch network (Kelliher's Electrical and CT Electric) in sales of Solar PV, Energy Storage, Electric Vehicle Charging and Energy Solutions products. Their primary focus will be Solar PV and associated products.</p>		
Key accountabilities:	<ul style="list-style-type: none"> • The individual will work as part of a busy Rexel Energy Solutions team to convert leads provided by the branch network, develop the existing customer base, and introduce new business. • Candidate will work with existing and new clients to provide them with technical solutions from the Rexel Energy Solutions product portfolio, and then liaise with the branch network to deliver the correct hardware. • Expected to develop and maintain relationships with manufacturers worldwide, and across the Rexel global network. • To provide input on marketing and product positioning strategies. • Continually develop product knowledge, and keep abreast of new industry developments 		
<u>Essential</u> experience:	<ul style="list-style-type: none"> • Minimum of 2 years' experience in technical sales, and at least 1 year within the Solar PV industry • B2B Sales or B2B Business Development experience • Solar PV design and product selection experience • In depth knowledge of Tier 1 Solar PV manufacturers and leading inverter brands • Strong technical attitude and ability to convey advanced technical product benefits to potential customers in easy-to-understand terms 		
Technical / Functional skills:	<ul style="list-style-type: none"> • Technical knowledge of Solar PV design tools (both third party and manufacturer) • Technical knowledge of Solar PV systems, Wiring Regulations, SEAI Code of Practice, NSAI Agrément Certification, and energy storage products 		