



Vacancy #2016-02

Sales Representative

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Company Description

IBIS Power is a flourishing startup company providing renewable energy solutions in a most effective and acceptable way for society. Our motto is "Redesigning Renewable Energy", where we take state-of-the-art technology and transform it with added value into products that have highest impact in society towards a green and healthy future. Our team exists from scientist, engineers, and architects who work together in R&D and project management; as well as marketing, sales and business development specialists who focus on the business implementation of our innovations.

The product

PowerNEST is a groundbreaking, protected innovation that is invented by IBIS Power and just entered the market. It is a renewable electric power generator that is placed on flat roofs of high rise buildings (> 5 levels) and makes use of wind and solar energy simultaneously. In addition to be most efficient, it is a good looking product that can be customized and merges with the building architecture. Our customers are building owners, executives, facility managers, and project developers/investors who are looking for sustainable measures to upgrade their buildings. Extra value is given in the customization options, but the final acquisition decision is based on payback time. PowerNEST is currently the only solution that serves the niche of high rise buildings as it provides highest amount of power per roof area. More information can be found on www.ibispower.eu

Job offering

We offer a full-time position for a **Sales Representative** coming available per immediately. You will closely collaborate with a dynamic team with mostly young professionals ranging from engineers, designers, sales and marketing, and business developers in the field of renewable energy and urban sustainability. Your role will consist of acquiring and closing new sales leads in the Netherlands (focus is Randstad area for most high rise buildings and wind force), and working closely to the Projects department. IBIS Power offers a good base salary with very interesting bonus possibilities. The position includes the following tasks and responsibilities:

- Attract and identify new leads and customers
- Be first point of contact for customers and manage and maintain customer relationships
- Collaborate closely with Sales and business development team
- Identify customer wishes and needs, and translate into commercial activities
- Prepare sales presentations, business cases, new contracts and all related sales documentation
- Monitor and evaluate sales process for improvement and optimization
- Maintain CRM sales database and archive
- Provide input to engineering and design team for customer desire product improvements

Job requirements

- +3 years experienced in sales
- Thinking level HBO or higher
- Knowledgeable in the renewable energy market
- Strong network in the market and business environment
- Experience with B2B sales of +€50k products
- Independent worker, well performing in a team
- Dutch Category B driving license
- Self-reflective and has goals for self-improvement
- Native Dutch speaker and well familiar with the Dutch business culture
- Excellent verbal and written communication skills in English is preferable
- Applicants who have network in the Dutch coastal provinces (Randstad) have preference

If you are interested, please send us your up to date **Curriculum Vitae** and a **Motivation Letter** including the names and contact details of 3 references. Screening of applications will start as soon as enough applications are received and will continue until a good candidate has been found.