



We're hiring....

Key Account Manager (M/W/D) for the international sales development

We, Next2Sun GmbH, are developers and pioneers of a new technology for vertical mounting of bifacial photovoltaic modules. With this technology, we want to counteract essential problems of the further expansion of renewable energies and thus give additional momentum to the energy turnaround:

- Reduce competition for land between PV and agriculture
- Stabilization of PV power generation throughout the day and creation of ecological high-quality habitats

With our bifacial solar fence, we now want to make the benefits of this concept usable beyond the utility scale - open field and offer it to homeowners, commercial and industrial customers as well as farmers for their own generation. For this purpose, we have derived different variants of the bifacial solar fence from our open-field frame and are already successfully selling it via distributors in Germany, as well as in various foreign markets. For the further development of strong strategic relationships with existing distribution partners in foreign countries, we are looking for a Key Account Manager to join us as soon as possible.

Job description:

Your task is to build up strong relationships with Next2Sun's sales partner network in order to develop the solar fence business with residential, commercial and industrial companies as well as agricultural businesses in foreign countries (outside of the German speaking countries). You will work closely together with partners (installers, wholesalers, and OEM manufacturers) to ensure the complete added value in the sales and installation process and support the partners in the implementation of their projects. You will participate in the product management of the solar fence and support the development of further strategies. Within Next2Sun, you will report to the head of international sales and will work close to marketing, customer service, operations, and finance to ensure a best-in-class customer experience.

The position requires a regular presence in our headquarters in Dillingen. While it is not a necessary condition to be present at the site every day, it is important to note that the applicant must be prepared to attend the site when the duties of the job require it. Therefore, the applicant should reside no more than two or three hours away from Dillingen, Saarland.

Travelling to foreign countries to visit partners and to assist to fairs will be required.

Essential Requirements for the Position:

- Relevant technical sales and partner management experience, ideally in the PV or related industry (min. 3 years).
- Excellent written and oral communication skills in English language
- Good to very good German skills (At least B1 or equivalent)
- Conceptual, planning and management skills
- Service orientation and sales strength
- Hands-on mentality and flexibility
- Willingness to travel regularly

What can you expect from Next2Sun?

- A young, dynamic, and enthusiastic team in a very promising industry with very interesting growth possibilities.
- Working with a team of experts with many years of experience in the renewable energy sector.

Are you interested?

Then send us your application documents at: recruiting@next2sun.de
Here you can also ask any questions you may have or request further information.

We are looking forward to meeting you!