

# Business Development Lead: Energy Storage



## Introduction to SOLA Future Energy

At SOLA, we believe that Africa's future relies on affordable, clean and accessible energy. Solar energy – a distributed power source that can run a building, factory, or even an island for 25 years – can pay off in just 5 years. We drive an inclusive economy in Africa through our clean and reliable energy systems, that create sustainable savings for commercial and industrial properties. SOLA has an established track record of projects in South Africa.

## Overall purpose of the position:

To generate sales leads and grow our pipeline of future work in the various regions, focusing on focusing on Energy Storage Projects and Hybrid Microgrids.

**Reports to:** Head of Business Development  
**Location:** Johannesburg or Cape Town (CT Preferable)

## Summary of Responsibilities:

- Generate new sales leads according to specific targets;
- Meet potential new clients;
- Develop a relationship with these clients (industrial and commercial energy users, building owners);
- Develop and submit proposals to these clients and try to get sales across the line with these clients (either in the form of Solar Leases or as an outright Design & Construct of a solar system);
- Liaise with and coordinate engineering resources in the preparation of proposals;
- Attend conferences and networking events;
- Track sales processes and prepare regular updates and feedback on progress for the regional general manager, the business development director and head of energy storage services in Cape Town;
- Join an existing business development team that has targets in closing a certain number of projects per year.
- Market analysis.

## Minimum Requirements:

- Have a technical and/or commercial degree;
- At least five years' sales and technical experience (ideally in solar energy);
- Strong organisational skills, with the ability to persistently and consistently build and maintain a sales pipeline;
- Proficient negotiator, personable and engaging;
- Proficient with MS Office suite (Word, PowerPoint, Excel etc);
- Self-motivator, who can work under pressure and think on his/her feet;
- Experience with energy storage products and business models will be beneficial;
- Understanding of diesel market stakeholders will be beneficial.

If you are interested to apply, please submit your application to [hr@solafuture.co.za](mailto:hr@solafuture.co.za)

THE FUTURE OF CLEAN ENERGY