



Urgent Hiring For Solar Industry

Job Title & Purpose
Job Title: Electrical Engineering sales Executive
<p><u>Purpose of the Job</u></p> <p>TANAY SOLAR is seeking a proactive and results-driven Sales Manager to join our Solar Division team , As a sales Manager, your primary responsibility will be to engage with provided inquiries, conduct meetings with potential clients, and convert leads into customers for our comprehensive solar EPC solutions. You will play a crucial role in promoting our installation services, solar rooftop solutions, and tailored solar solutions for residential and commercial clients.</p>
Position in the Organization
<p>Responsibilities:</p> <ul style="list-style-type: none"> •Receive and review provided inquiries for solar EPC solutions and promptly schedule meetings with potential clients to discuss their solar requirements. • Conduct effective and persuasive meetings to showcase the benefits of our solar panel installation, solar rooftop solutions, and other solar offerings. • Understand clients' energy needs and present customized solar solutions that align with their residential or commercial requirements. • Collaborate with the technical team to ensure proposed solar solutions are accurate and meet clients' expectations. • Work closely with the sales and marketing team to develop strategies and promotional materials that support lead conversion. • Proactively build and maintain strong relationships with clients to foster long-term partnerships and repeat business opportunities. • Prepare and submit timely sales reports, progress updates, and customer feedback to management. • Stay updated with the latest solar industry trends, product developments, and competitor activities to identify potential growth areas. • Negotiate and close sales deals in line with company policies and values, ensuring customer satisfaction throughout the process. • Provide exceptional customer service by addressing inquiries, resolving issues, and maintaining a high level of professionalism in all interactions.
Job Requirements
<p><u>Educational Requirements:</u></p> <p>Diploma /BE Electrical Engineer /</p>
<p><u>Experience:</u></p> <p>Minium 2 years of Experience in solar sales. Solar field Experience/ Fresher also apply</p>
<p>Knowledge and Experience:</p> <ul style="list-style-type: none"> • Good engineering understanding of Solar plant equipment & drawing reading is essential. • Hands on and working knowledge of solar industries • Excellent verbal and written communication skills • Self-Driver with positive attitude.
Competencies
<p>Requirement Skills:</p> <p>Proven experience as a sales Manager or in a similar sales role within the solar industry, preferably with solar EPC solutions.</p> <ul style="list-style-type: none"> • Strong understanding of solar panel installation, solar rooftop solutions, and residential and commercial solar solutions. • Excellent communication and interpersonal skills, with the ability to build rapport with clients and deliver compelling presentations.



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- Demonstrated track record of achieving sales targets and converting leads into successful business deals.
- Goal-oriented, self-motivated, and capable of thriving in a dynamic sales environment.
- Strong negotiation skills, customer-centric approach, and dedication to providing exceptional service.
 - Ability to work independently and as part of a team, collaborating with cross-functional departments

Salary : 15K + Incentive + Petrol allowance

***Vacancies:* 2 Nos**

If you are ready to take on this exciting opportunity and contribute to the growth of renewable energy in Surat, please send your resume Email. tanayss.llp@gmail.com. Address : "SHIVAAY" First Floor 101, 14/1645 Block No 7, Jadiya Compound Nr. Sar Corporate Center, Shashtri Nagar Road, N/R Vivek Hospital, Udhana Darwaja Ring Road Surat 395002 Gujarat