***Ref: AST\_JD-Sales001***

***Date: 25/04/2025***

**Job Description**

# Company Description

**AmSquare Technology** is a leading Solar EPC company specializing in end-to-end solar energy solutions, including system design, procurement of quality components, and efficient installation. With a focus on innovation, reliability, and sustainability, we deliver customized solar power systems for residential, commercial, and industrial clients.

**Designation:** Sales Executive (Solar EPC Projects)

**Department:** Sales and Marketing

**Experience:** 3 to 5 Years minimum

**Salary:** Best in Industries

**Contact No:** 7836018081 /anuj@amsquaretechnology.co.in

# Role Description

Responsible for generating leads, pitching solar energy solutions, and closing sales for commercial, and industrial clients. Coordinates with technical teams for site assessments and proposals, negotiates contracts, and ensures client satisfaction throughout the EPC process. Focused on achieving sales targets and expanding market reach.

**Responsibilities:**

* Identify and generate new leads through networking, referrals, cold calling, and field visits.
* Understand client energy needs and recommend suitable solar EPC solutions.
* Conduct site surveys in coordination with the technical team.
* Prepare and present commercial proposals, quotes, and technical presentations.
* Negotiate pricing, terms, and close sales agreements.
* Maintain strong relationships with clients to ensure repeat business and referrals.
* Meet or exceed monthly and quarterly sales targets.
* Stay updated on market trends, competitor offerings, and industry developments.
* Collaborate with internal teams (engineering, procurement, installation) to ensure smooth project execution.
* Maintain accurate records of sales activities in CRM tools or reports.

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