

Sales to Business Customers– B2B

Job Title: Business Solar Sales Consultant – B2B

Location: Chiang Mai, Thailand

Company: Right Price Solar

฿35K Base with an OTE of ฿70K Per month,

Help businesses save money with Solar Energy

Right Price Solar is expanding its commercial sales team and is looking for ambitious **B2B Sales Consultants** to speak with businesses across Chiang Mai about the potential benefits of solar energy.

For many businesses, electricity is a major ongoing expense.

Solar can provide an opportunity to reduce reliance on grid electricity, lower long-term energy costs and potentially benefit from available incentives.

Your job will be to start conversations with business owners and decision-makers and help identify businesses that could benefit from a solar installation.

Your responsibilities:

- Contacting potential business customers.
- Speaking with business owners and decision-makers.
- Explaining the potential benefits of solar.
- Able to communicate clearly the various banks and government incentives available to them
- Following up with warm and existing leads.
- Identifying and generating new business opportunities.
- Booking consultations and meetings.
- Managing your sales pipeline.
- Building long-term customer relationships.

We're looking for:

- With Thailand's government support and tax incentives for qualifying solar and energy-saving investments, solar can be a compelling proposition for potential salespeople.
- Previous B2B sales experience is preferred
- Must be fluent in Thai and English, as you will be dealing with departments in Thailand and the UK
- A confident and ambitious salesperson, with excellent communication skills.
- Strong organisation and follow-up skills.
- Someone who is motivated by performance and progression.

What we offer:

- Hot and warm leads.
- The ability to create your own opportunities.
- Training and support.
- Competitive commission structure and performance incentives.
- Opportunities to move into senior sales and management positions.

We believe great salespeople should be selling products that customers genuinely want and that offer real benefits.

If you believe you have the communication skills, ambition and hunger to succeed, we'd like to hear from you.

To apply:

Please send your CV to mail:jobs@rightpricesolar.com or complete the online application form: www.rightpricesolar.co/jobs