

Photon Energy Group is a group of companies with a shared mission: making clean energy, clean water and clean environments accessible to everyone.

Photon Energy provides comprehensive solutions that support the generation of clean energy and the integration of renewables into the electrical grid. **Photon Water** offers water treatment and management solutions, and **Photon Remediation** deploys advanced technology to remove contamination from all environments.

A publicly traded company operating in over 15 countries across two continents, we combine a global outlook with localised expertise.

Since our founding in 2008, we've expanded to a team of more than 400 employees around the world. And we're committed to fostering a culture of shared values and sense of purpose as we continue to grow.

For more information, please visit photonenergy.com.

Head of Sales, Poland

We are currently looking for an experienced Head of Sales for the Polish market who will create and implement a sales strategy for our complete product portfolio and develop our sales team.

If you have a background in renewable energy or utilities and thrive on tackling exciting challenges, we want to hear from you!

Key Responsibilities

- ▶ Creating and implementing sales strategy, including sales plans for all our energy products
- ▶ Developing sales team based on the sales strategy
- ▶ Building and maintaining sales portfolio
- ▶ Establishing cooperation with electricity generators, end consumers and investors in the energy sector
- ▶ Negotiating commercial contracts with business clients
- ▶ Close cooperation with the Product Management team to develop customised offers and services
- ▶ Leading and motivating the assigned sales team with full responsibility for delivering P&L

Qualifications and Experience

- ▶ Minimum 5 years of experience in a managerial sales role, preferably in the renewable energy or energy sector

- ▶ Communicative level of English (internal communication and negotiation with clients/partners) and excellent Polish language skills
- ▶ Strategic and analytical thinking
- ▶ Excellent negotiation and presentation skills
- ▶ Team player, leadership skills

Our Offer

- ▶ An interesting job at a fast-growing global organisation in the promising fields of renewable energy, environmental remediation and clean water technology
- ▶ Company culture built on trust and diversity
- ▶ Remuneration reflective of individual experience and skills
- ▶ Teambuilding and corporate events
- ▶ Support for ongoing professional growth through tailored training sessions, courses, and more
- ▶ Medicovert SPORT allowance
- ▶ Medical package allowance and Meal vouchers
- ▶ 1 CSR day (a working day dedicated to a non-profit organisation aligned with the Group's mission and values) activities
- ▶ Company car, laptop, mobile phone
- ▶ Full-time employment contract

If you are interested in the position and fulfil the above requirements, please apply online or send your CV to careers@photonenergy.com.

Working location:	Poznan/Warsaw/Lodz, Poland
Type of employment:	Employee
Type of contract:	Full time
Length of contract:	Permanent
Required languages:	Polish (advanced, C1+) and English (communicative, B2+)