9936 12541 Technical Sales Manager (w/m/d) \*Tasks\*  
  
Sales and customer care processes  
  
· Development of concepts and offers for customers, active participation  
in the development of a customer-oriented approach, e.g. in the  
Areas of decentralized energy production, renewable energies and  
energy efficiency measures  
· Cooperation with internal and external service providers  
lead generation  
· Ensuring comprehensive and qualified customer support and  
an after-sales service  
· Expansion of customer relationships Maintenance of contract and customer data in  
a customer database system (CRM)  
  
Strategy, planning and control processes  
  
· Support of the head of sales in the development of the  
Corporate and sales strategy, e.g. in the areas of decentralized  
Energy production and energy efficiency measures  
· Active participation in the development of sales targets and plans  
in the B2B Germany customer segment, including independent ones  
Addressing customers, existing and resilient network, participation in trade fairs  
and conferences, conducting webinars and lectures,  
association activities etc.  
· Development of concepts and market observations regarding  
technical and regulatory issues  
· Early detection and anticipation of technical and  
regulatory developments and trends  
  
\*Profile\*  
  
· Completed engineering degree or comparable degree or one  
Adequate technical training with appropriate professional experience  
· Several years of experience in technical sales and customer support  
in the B2B sector  
· Experience in contract management in the B2B customer segment in Germany  
· Several years of experience in rough planning, calculation and  
Project development etc. in the areas of decentralized  
Power generation systems and energy efficiency in the B2B customer segment  
Germany  
· Basic knowledge and enthusiasm for the energy industry  
subjects  
· Strong entrepreneurial and solution-oriented way of working  
· Strong analytical skills  
· Very good technical negotiation and sales skills  
· Very good networking skills as well as the development and expansion of  
Business relationships, in particular the expansion of existing internal ones  
networks  
· Fluent German and good written and spoken English skills  
  
\*Benefits\*  
  
In addition to our inspiring, dynamic and international  
We offer our employees the following attractive working atmosphere  
Advantages:  
  
· flexible working hours  
· regular training sessions  
· E.ON pension plan  
· private car leasing  
· Free parking  
· Company credit card  
· Gym and physical therapy  
· subsidized job ticket  
· Kindergarten places  
· Support for families  
· Subsidized canteen  
  
Additionally we offer…  
  
· the opportunity to help shape the energy transition  
· the opportunity to shape the future of E.ON  
· solve exciting challenges  
· an agile environment to develop new ideas and a personal  
to exert influence Sales-Manager/in None 2023-03-07 16:10:54.549000