

## **Job Description West Africa Sales and Market Developer**

Zimpertec is a leading tech supplier for off-grid LFP plug-and-play PAYGO solar home systems. To date, It offers B2B the largest portfolio engineered in Europe. To increase market penetration, we are looking for a Sales Representative for West Africa.

### **Role Overview**

As the West Africa Sales and Market Developer, you will:

- Develop and implement strategic business plans tailored to the West African market,
- Build and maintain robust relationships with key clients,
- Report directly to the COO at Zimpertec,
- Collaborate closely with international teams,
- Travel across West Africa to engage with projects and meet clients.

### **Your qualifications, skills, and experience:**

- Minimum of 3 years of experience in the renewable energy sector, particularly in solar home systems B2B sales,
- Proven business development and management track record, preferably in West Africa,
- Excellent communication, negotiation, and stakeholder management skills, including in the context of international teams,
- Proficiency in MS Word and Excel,
- Minimum of a Bachelor's degree in the relevant field,
- Work Allowance in a Western African country,
- Knowledge of French and English.

### **What we offer:**

- Opportunity to work with one of the world's largest SHS portfolios,
- Diverse product range from basic DC electrification to advanced AC solar home systems,
- High degree of autonomy in a meaningful and impactful role,
- We offer flexible working hours and hybrid working where possible. We want to make it possible for you to combine your family and your career,
- Supportive international team environment,
- There is plenty of freedom to help develop our processes and yours,
- Zimpertec Academy will educate and offer free training.

**Join Our Team:**

If you're passionate about renewable energy and seeking a company that will empower you to maximize your potential and seize exciting opportunities, we want to hear from you!

**Ready to make an impact?** Send your CV to [info@zimpertec.com](mailto:info@zimpertec.com)