



Asantys Systems East Africa Ltd | Nairobi's office | Sk Offices, No. A3, Rhapta Road, Westlands | Nairobi

## Junior Technical Sales Representative (m/f/d) full-time

**Location:** Nairobi, Kenya

**Company Overview:** Asantys Systems East Africa Ltd is a leading provider of solar energy solutions, committed to delivering sustainable energy options to our clients. We are seeking a passionate and motivated Junior Technical Sales Representative to join our growing team.

**Job Summary:** A Junior Solar Technical Sales position typically involves supporting the sales team in promoting solar energy products and solutions to potential clients.

### Key Responsibilities:

- **Assist in Sales Activities:** Support senior sales representatives in developing sales strategies and engaging with prospective customers.
- **Product Knowledge:** Gain a comprehensive understanding of solar energy systems, products, and services to effectively communicate benefits and features to clients.
- **Customer Interaction:** Respond to customer inquiries, provide product information, and consult on solar energy solutions tailored to specific needs.
- **Site Assessments:** Assist in conducting site evaluations to determine the feasibility of solar installations, including analysing roof space and energy needs.
- **Proposal Preparation:** Help prepare sales proposals and presentations, including technical specifications, pricing, and project timelines.
- **Market Research:** Conduct research to identify potential leads and understand market trends in the solar energy industry.
- **Collaboration:** Work closely with engineers, project managers, and the wider sales team to ensure customer requirements are met.





### Qualifications:

- **Education:** Bachelor's degree in engineering, environmental science, business, or a related field is preferred.
- **Technical Knowledge:** Basic understanding of solar technology and renewable energy concepts is a plus.
- **Sales Experience:** Prior experience in sales or customer service, especially in the renewable energy (Solar) sector, is advantageous but not mandatory.

### Skills:

- **Communication Skills:** Strong verbal and written communication abilities to effectively convey information to clients.
- **Analytical Skills:** Ability to assess customer needs and provide tailored solutions.
- **Problem-Solving:** Capacity to address client concerns and provide effective solutions promptly.
- **Team Player:** Ability to work collaboratively in a team-oriented environment.

### This is what we offer you:

- A position in a healthy, rapidly growing company
- A small, very international, open and familiar team
- An intensive induction programme and further training opportunities
- The opportunity to take on great responsibility quickly
- A highly varied job
- Development opportunities and prospects
- International travelling
- A meaningful activity and the opportunity to contribute to the power supply in Africa and Asia

### Have we piqued your interest?

**How to Apply:** Interested candidates should submit their resume and cover letter to [jobs@asantys.com](mailto:jobs@asantys.com) with the subject line "Junior Technical Sales Representative."

After we have checked your documents in detail, we will contact you shortly.

