



Renewable Energy Corporation ASA (REC) is the leading vertically integrated player in the solar energy industry. REC Silicon and REC Wafer are among the world's largest producers of polysilicon and wafers for solar applications. REC Solar is a rapidly growing manufacturer of solar cells and modules. In 2008, REC Group had revenues of NOK 8 191 million and an operating profit of NOK 2 529 million. About 2 500 employees work in REC's worldwide organization.

REC Systems is the project development and system integration arm of REC. Backed by a fully integrated value chain and with access to REC's high performance solar modules, REC Systems is uniquely positioned to develop medium to large sized projects in selected market segments. REC Systems operates in collaboration with our existing partners, with other developers, or independently. REC Systems APAC is currently incorporated in Singapore (APAC HQ and SEA operations) and South Korea. The focus is on business and market development of large-scale PV projects in the APAC region and scalable off-grid applications in Southeast Asia.

Key Account Manager - South East Asia - REC Systems

The REC Group is positioned in the solar energy industry as a company with broad presence across the value chain. REC is the world's largest producer of silicon materials for photovoltaic (PV) applications, among the largest producers of PV wafers, and a significant producer of cells and modules. The REC group is currently developing its PV downstream activities and has recently incorporated the REC Systems APAC Headquarter in Singapore.

At REC Systems, our business areas include the development, financing engineering, procurement, construction, operation and sales of photovoltaic projects, from scalable off-grid, mid-size on-grid applications to large-scale power plants.

In this full-time position, you will be responsible to identify, develop and realize solar system projects in Southeast Asia, as well as for larger grid-connected installations in Singapore. The PV Market in SEA is currently mainly driven by government tenders as well as private projects, which include professional off grid solutions and mid-size grid connected systems.

Reference no.: 534533221

Deadline for application: ASAP

[Apply for position](#)

Job description

- Regional Key Account Management, identifying new project driven opportunities and to gain specification through owners, developers, architects, consultants, project managers, technical managers and bid manager markets
- Generate new relationships with key decision makers and across a number of strategically targeted companies and organizations
- Understand clients' requirement and develop feasible business cases
- Work hand-in-hand with the system integration team for feasible engineering solutions
- Take a hands-on approach to preparing sales kit and conducting presentations
- Ensure contract terms and conditions in compliance with internal requirements
- Budget and forecast activities according to internal requirements
- Monitor, analyze and report relevant activities and trends within own area of responsibility
- Actively support and contribute to the REC Systems team spirit

Education field

- Engineering, mechanical
- Engineering, Other

Qualifications

- Ten years experience from international sales and contract negotiations
- Knowledge of Customer Relationship Management methods and tools
- Proven track record of strong commercial results
- Experience from PV projects or other power plant projects is an advantage
- Master or Bachelor degree within a technical discipline in Engineering / Science
- Team player

We offer

- An exciting position in an international, world leading, high growth company. Excellent opportunities for professional and personal development. Competitive remuneration and benefits package.

- Actively support and contribute to cross-functional knowledge sharing and collaboration in the REC Solar division

Education level

- College / University, Bachelor's degree or eq

Personal qualities

- Superior interpersonal and communication skills
- Superior English skills verbally and written.
- Knowledge of another Asian language
- Trustworthy, integrity and quality focused in all customer dealings
- Orderly, timely and well structured working style
- Holistic strategic mindset with the ability to see, explain and act on long term opportunities and threats
- Willingness and ability to travel

Job location

- Singapore

Miscellaneous job info

- Full time
- Number of positions: 1