

Alpha ESS Europe GmbH | Paul-Ehrlich-Straße 1a | 63225 Langen



Business Development & Sales Manager

DACH

Alpha ESS Europe GmbH
Paul-Ehrlich-Straße 1a
63225 Langen

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europe@alpha-ess.de

www.alpha-ess.de

Brief Introduction of Alpha-ESS

Alpha ESS is a leading manufacturer of electricity storage systems and a pioneer in the successful implementation of the energy transition. After more than 10 years of experience in the production of energy storage solutions, Alpha ESS has already installed over 30,000 stationary storage solutions worldwide. Due to the extensive investments in research & development since the beginning, Alpha ESS has been able to establish itself as an innovative full-range supplier on the European market. In order to be able to continue this success, Alpha ESS is reaching out to new talented colleagues. We are looking for enthusiastic, responsible, and reliable new members of our team who want to work together to preserve the environment and our planet.

Responsibilities:

- Targeted research, regular active monitoring of market developments and meaningful analysis of economic and company information.
- Preparation of high-quality and convincing offer and acquisition documents as well as presentations.
- Support through to the implementation of various business development projects.
- Assist in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships.
- Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals.
- Promote the company's products/services addressing or predicting clients' objectives.
- Have business meetings with prospective clients.

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Your
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Handelsregister
Amtsgericht: Frankfurt a. M.
HRB 101992

- Prepare sales contracts ensuring adherence to law-established rules and guidelines.
- Build long-term relationships with new and existing customers.
- Keep records of sales and product development and support order fulfillment.

Qualifications:

- 2-5 years' work experience in BD, project management, or product management especially within the energy storage branch or electric energy management branch or a related branch.
- Excellent communication and presentation skills and a confident manner.
- Capable of listening to others, motivate others and convince other people.
- Fluent German and English in professional level, other languages are also advantage.

What we offer:

- A steep learning curve and an appreciative corporate culture.
- Insights into the corporate development and strategic orientation of a rapidly growing start-up company
- Participation in a highly motivated and efficient team
- Expand horizons as the company grows globally
- Compensation higher than the average level

Know more about Alpha-ESS:

[AlphaESS:Energy Storage Solutions-Battery Energy Storage System Company](#)

This sounds like you? Then it's time to move!

Please send your detailed application with your expected salary and the possible starting date to:
hr@alpha-ess.de

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