

# Chief Sales Officer / Head of sales

Ulm - Germany

## About fosera.

**fosera.**, founded in 2011, is a German based manufacturer of high quality **solar home systems** with currently 4 Mio USD revenue. With our German engineering team, we strive to bring innovation and reliable solar home systems to the off-grid world. Our vision is to electrify Africa, Asia and Latin America with the use of clean solar energy systems.

## Position:

- Develop and implement a sales and go-to-market strategy for the further growth of **fosera**.
- Be part of the top management team and define together the overall strategy of the company
- Strategic planning and implementing of new market entries
- Refining and positioning the brand **fosera**. within the market
- Take a leadership position within the team and have full responsibility over the sales and revenues of the company
- Manage and grow the sales team globally (from currently 4)
- Maintaining current and acquiring new key customers
- Define and manage overall sales activities such as fairs or sales campaigns

## Profile:

- Experience in sales (min 5 years)
- Leadership skills and management experience (min 3 years)
- Experience in last mile distribution and off-grid-solar
- Technical understanding of solar products
- Self-confident and professional appearance
- Interpersonal communication skills
- Entrepreneurial attitude, motivation and drive
- Customer-centric thinking and understanding of the market

**Offer:**

- Working within a dynamic and motivated team
- Direct, positive impact on the lives of our customers
- Attractive compensation package, consisting out of fixed salary, performance-based reward and stock-options
- Ability and willingness to travel, mainly Africa & Asia
- Based in Ulm (South of Germany, 100km from Munich)