

**Position: Business Development Manager****Job Description:**

Namene Solar is currently seeking a new, full-time Business Development Manager to join our team. The successful candidate will initiate, manage and expand partnership and sales opportunities in Southern Africa.

We are looking for self-motivated candidates with a keen eye for business and partnership opportunities, and the skills to turn these opportunities into repeat sales and distribution partners for scaled growth over the long term. The role will require at least 25% travel to visit distributors and clients in Southern Africa.

This is an exciting opportunity for a passionate Business Development manager to make a direct impact to improve the planet, and people's lives by bringing first-time access to clean, sustainable solar energy to individuals and communities in Southern Africa.

The successful candidate will report to the Head of Partnerships and Sales and will be responsible for the full sales cycle and relationship management in Southern Africa.

**Location:** Southern Africa, ideally in either Johannesburg or Cape Town

**Role and responsibilities**

- Consistently develop and manage new credible commercial and distributor leads and sales opportunities across the Southern African region
- Leverage existing networks to expand product reach and repeat business through relationship building and exceptional customer experience
- Prepare proposals, sales quotes and tender documents
- Negotiate offers for projects and solar lights sales with potential customers
- Liaise with management team for technical, financial and legal support to complete a transaction
- Liaise with Operations for fulfilment of orders and regular communication on operations aspects including status of delivery, operations queries and problem solving
- Strategic reporting on all sales activities including sales and prospecting activities, sales calls, presentations, closed sales, and follow-up activities
- Provide regular feedback to the management on market trends, competitive threats and opportunities to deliver greater value to our customers
- Advise management on strategic issues relating to product lines materials, new proposals and problem areas
- Attend different exhibitions, conventions and other events to help in the sales of products and/or services
- Provide material to company support functions for creation of marketing documents.

## Skills and Experience

Minimum 5 years of full-time partnership and sales experience in Southern Africa with proven ability to secure and close partnership and sales deals. Experience in the solar energy / renewables sector is preferable.

General skills:

- Demonstrated corporate and / or commercial success in the South African business landscape
- Knowledge and experience in the South African BBB-EE requirements and ED and SD funding landscape
- Wide network of Southern African connections with distributors, sales agents and corporates
- A strong overall commercial awareness with great negotiation skills.
- Strong organisational and analytical skills to dissect and analyse markets and opportunities

Additional skills:

- Excellent communication skills in English. Additional languages are an advantage
- Team player, able to delegate and to share tasks and responsibilities within a team
- Experience with online management tools such as Monday.com/Asana
- Active listener, customer oriented and able to improve processes and services provided to clients and partners

## Remuneration

Based on candidates' experience, skills and location. Based on a combination of basic salary and sales commission.

## Why join the Namene Solar Team?

Namene Solar delivers solar power without limit. We want to bring everyone, everywhere access to clean, modern energy by connecting people to the sun to power their lives.

We know that solar is the right thing for people and for the planet. That's why we are working together as a team to reach our goal of bringing truly sustainable, affordable solar light and power wherever it is needed. At Namene Solar, we are a fast-growing team that takes a collaborative approach to business. We give our team members the opportunity to shine and make their mark both in the company, and the rapidly growing sector.

## Company culture

As a remote-first company we work in a trust-based environment that gives our team members flexibility, responsibility and accountability in their work.

We are a supportive and welcoming team that respects each individual's unique skills and experiences and values diversity and inclusivity in our work environment.

**Apply now: Closing date – 22nd April**

[namenensolar.com](http://namenensolar.com)



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Please send your CV and motivation letter to [sales@namenensolar.com](mailto:sales@namenensolar.com)  
with the Subject: Business Development – Southern Africa