

*Sales Executive |*

*Chinese/Taiwanese sector*

Are you looking for a meaningful career that makes a difference in the world?

Then consider joining LYS Energy (LYS) team where you will do just that. We want to attract the industries' best and brightest talents to help us achieve our vision to be a vector of the energy transition by re-inventing the energy industry towards a customer-centric prosumer era, in a sustainable way for the benefits of the entire ecosystem and in all verticals we service.

We are currently seeking a seasoned sales executive with a solid track record in the energy or building industry and a passion for renewable energies. The Sales Executive will be based in Ho Chi Minh City and take part in the complete sales and commercial experience as she/he will be responsible for engaging opportunities, closing contracts/ deals, maintaining good relationships with partners, customers, and users. Target Sales Executive – Chinese/Taiwanese sector Customer: Foreign Direct Invested factories, strong focus on Chinese and Taiwanese manufactories.

Together, with the support of other functions of LYS Energy she/he will develop projects and engage as a team with various stakeholders.

### **Role & Responsibilities**

#### ***Sales & Business Development***

- Identify high-value opportunities/ leads
- Prepare and pitch commercial and tailor-made solutions to potential customers
- Monitor project development activities and strategies to ensure success
- Maintain good relationships with clients, partners, and users
- Build strategic partnerships
- Promote company branding by participating to PR & Networking events (conferences, exhibitions)
- Work with other departments to develop streamlined operations and efficient processes

#### **Market intelligence**



- Conduct regular market research on sales territory and understand industry dynamics
- Maintain expert knowledge of competitors' offering and marketing positioning (including global best practices outside Asia Pacific ie. US, Europe)

### **Job Requirements/ Qualifications**

- Bachelor's degree in business administration (or equivalent experience and related education)
- 3-5 years (preferred) experience in sales position in solutions/services for industrial customers
- Demonstrated capacity for developing sales strategies in a client-facing environment
- Experience in power industry (renewables), environmental industry would be a plus
- Strong network in real estate and industrial zones
- Fluent in Vietnamese, proficiency in Mandarin, excellent verbal and written communication in English

### **Ideal Personal Characteristics**

- Excellent negotiation and leadership skills
- Empathy and ability to listen
- Persistent, resourceful, self-driven and goal-oriented
- Team player who works well across departments
- Ability to take ownership and work independently under light supervision.
- Enthusiastic, curious, and confident

### **Salary and Conditions**

- Salary to be discussed based on experience and skills
- Têt bonus
- Private health insurance of the Group
- Phone allowance
- Starting date: as soon as possible
- Contract duration: 1 year (including a 2 months' probation period)

### **About LYS Energy Solutions:**

LYS ENERGY ([www.lysenergy.com](http://www.lysenergy.com)) is the first Singapore-based Solar Independent Power Producer that builds, owns, and operates solar photovoltaic systems in the Asia Pacific region. It offers the full range of solar services to install solar energy systems for commercial, industrial, and public sites.

LYS ENERGY is a wholly owned by LEADER ENERGY Group with Headquarter in Penang, Malaysia. LEADER ENERGY owns and operates a diverse portfolio of power generation and transmission assets in Cambodia, Vietnam, Malaysia, Singapore, and Taiwan.

LYS Energy provides Asia's trusted Renewable Energy platform offering hassle-free end-to-end clean energy solutions for businesses: from zero-capex solar energy (PPA), Renewable Energy Certificates (RECs), turnkey Engineering Procurement Construction (EPC) and Operations & Maintenance (O&M) services, to carbon emissions and energy management consulting.



**LEADER ENERGY**

**GROUP OF COMPANIES IN SINGAPORE**



Since its incorporation, LYS has deployed over 50MWp of high-performance solar PV systems, with a pipeline of over 500MWp in Singapore and across the region in Vietnam, Indonesia, Malaysia, Thailand.

For more information about our Group, please visit our website at [www.leaderenergy.net](http://www.leaderenergy.net)

**How to apply:**

Please send your CV and cover letter to: [contact.vn@lysenergy.com](mailto:contact.vn@lysenergy.com)