

Outside Sales Romania

As an Outside Sales for the Romanian market, you will play a key role in driving the energy transition forward at full speed by connecting B2B customers with our cutting-edge photovoltaic solutions.

This full-time, permanent and non-executive position is available immediately and offers the flexibility to work remotely from your home base in Romania. You will have the opportunity to develop and expand our presence across the country by visiting existing and new customers. Be part of an innovative and future-driven company that is shaping the solar industry.

What We Offer

- **Join a strong international family** business – We are a family-owned company, combining long-term vision, short communication lines, and personal commitment with international growth.
- **Global presence** – Active in more than 30 countries with over 500 colleagues worldwide, while maintaining the culture and agility of a family business.
- **Pioneer in solar energy** – Since 1982, we have been at the forefront of the solar industry and continue to drive the global energy transition.
- **Be part of a flat, international team** – Work in a dynamic and multicultural environment with short decision-making processes and a collaborative team spirit. We value open communication and no rigid hierarchies.
- **Opportunities to make an impact** – A role where your contributions are recognized, with opportunities to take on responsibility and shape our market presence.
- **Salary, company car & technical equipment** – Competitive salary package including a company car, private use, as well as an attractive fixed salary and a performance-based bonus.
- **Flexible working environment** – Work remotely and on the road.
- **A future-oriented industry** – Join a company at the forefront of the solar energy transition, working in a fast-growing and future-proof sector.

Your New Role

- **Expand our installer network** – Build and strengthen relationships with solar installers and industry partners, expanding IBC SOLAR's footprint in the Romanian market and creating long-term partnerships to ensure more businesses can use the sun as their energy source.
- **Drive sales excellence** – Deliver compelling presentations and proposals to clients, explaining the benefits of our photovoltaic systems and associated services while positioning IBC SOLAR as their preferred partner.
- **Achieve targets** – Grow our market presence by proactively identifying opportunities, generating leads, and driving sales success, ensuring both personal and company goals are met.

What You Bring

- **Professional sales background** – Proven experience in sales, ideally within the photovoltaic energy sector or related industries, with an established network or contacts in the solar market.
- **Industry insights** – Deep understanding of the Romanian solar market, including regulatory frameworks and incentive programs.
- **Communication skills** – Exceptional ability to explain technical concepts clearly and adapt messaging to different audiences.
- **Language skills** – Fluency in English is required; German is considered as a plus
- **Self-motivation** – A proactive, results-driven mindset with the ability to work both independently and collaboratively.

Excited to Be Part of the Solar Revolution?

We are looking forward to receiving your application.

Contact

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Human Resources

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