



### **About the Company**

Founded in 1997, Trina Solar is the world-leading PV and smart energy total solution provider. On 10 June 2020, Trina Solar issues first A-Shares on Shanghai Sci-Tech Innovation Board, becomes the first PV product, PV system and smart energy company listed on the Shanghai Stock Exchange Science and Technology Innovation Board. Today, Trina Solar is actively accelerating its pace of globalization and the development of its global management team.

### **Job Title: Sales Executive (Based in South Korea)**

#### **Description of Key Job Duties:**

- Agreeing the annual plans with customers, and monitoring monthly and quarterly performance;
- Negotiating customer pricing and contract terms;
- Negotiating credit terms and ensuring payments are received on time from customers;
- Providing demand, pricing and payment forecasts on a monthly basis with weekly updates;
- Developing new customers in line with the channel and marketing strategy;
- Monitoring competitor prices, activities and strategies;
- Experience in building and supporting long-term relationships;
- Other tasks assigned by superiors

#### **Skills Requirement:**

- Fresh Graduate of Master or Bachelor's Degree;
- Having good knowledge of PV market industry dynamics and landscape would be a plus;
- Good knowledge of PV industry value chain downstream influencers and sensitive in competition environment;
- Willingness to do business travel overseas in short notice;
- Bilingual in English and Chinese in order to liaise with Chinese Counterparties;
- Strong negotiating and communication skills;
- Self-motivated, independent, diligent and detail-oriented personality;
- Proactive in solving problems, open to customers.

#### **Application Process:**

If this is the opportunity you have been waiting for and you fit what we looking for, we welcome your application. The application process involves submitting your current resume via e-mail to [apac\\_career@trinasolar.com](mailto:apac_career@trinasolar.com)

Please note that only shortlisted candidates will be notified.