Position Description

Vacancy Title: Partner Sales Management (Huawei, Fiji)
Location: Suva, Fiji
Reports To: None

Objective

The Partner Sales Management role is responsible for driving sales growth through partner channels by acquiring new customers, managing and developing retail and distribution partners, and closing sales for residential solar power systems and Battery Storage Systems. The role focuses on consultation-based selling, product and financing knowledge, partner capability development, and coordination with installation and design functions to deliver seamless customer outcomes. The position reports to the Channel Sales Manager or Sales Director. This recruitment is being undertaken under a labour hire arrangement, where Maxumise will source, employ, and manage the successful candidate on behalf of the client. The employee will be deployed to the client's organisation, while Maxumise will retain responsibility for payroll administration, statutory deductions, and employment compliance in accordance with applicable labour laws.

Outcomes

Organisational Stakeholders

1. Sales and Customer Acquisition

- New customers are actively prospected and converted
- Sales targets for residential solar and Battery Storage Systems are achieved
- Qualified leads are followed up and progressed
- Conversion rates are improved

2. Consultation and Needs Assessment

- Customer energy usage is assessed accurately
- Appropriate solar and storage solutions are recommended
- Value propositions are clearly articulated

3. Product and Financing Knowledge

- Current knowledge of solar products and financing options is maintained
- Solutions are explained in clear and simple terms
- Customers understand system benefits and costs

4. Negotiation and Deal Closure

- Pricing and financing discussions are led
- Deals are closed within agreed commercial parameters
- Sales cycle time is reduced

5. Retail Partner Management

- Retail partner relationships are established and maintained
- Partners receive sales tools, training, and support
- Partner sales performance improves

6. Collaboration with Technical Teams

- Works closely with engineering, design, and installation teams
- Smooth handover from sale to installation is achieved

7. Marketing and Outreach

- Participates in events, workshops, and promotions
- Lead generation activities are supported
- Brand awareness is strengthened

Responsibilities - Key Competencies

Competence	Description
Business	
Planning	Deliver results by developing, reviewing or following a work plan, action plan or operational plan.
Documentation	Communicate using formal business writing.
Communication	Exchange information through verbal communication
Customer	
Customer Commitment	Demonstrate a commitment to customer service - both internal and external customers.

Promotion	Promote the value of the products/services offered by the organisation.
Quality Focus	Deliver quality.

People

Problem Solving	Develop practical solutions to a situation.
Negotiation	Reach agreement through discussion and compromise.
Self-Management	Manage your priorities and objectives efficiently and effectively

Professional

Financial Application	Apply financial principles and practices.
Technology Application	Apply technology.

Operational

Stock Control	Acquire and monitor stock to meet business needs

Qualifications

Qualification	Discipline	Notes
Desirable		
Degree	Business and Management, Engineering, Sales/Marketing/Advertising	Diploma or Degree in Business, Marketing, Engineering, or related field

Work Knowledge and Experience

- Minimum 2 years' experience in sales or account management
- Experience in renewable energy, home improvement, technology, or related sector
- Experience with consultation-based selling
- Track record in closing deals

Requirements

Language Proficiency

- Excellent command of English

Other Required Statements

No other required statements found.

Interactions

Type	Interaction	Comments
External		
	Suppliers	

Attributes

Behavioural Styles

Detail oriented	Attends to the small elements of a task/activity, ensuring completeness and accuracy.
Enthusiastic	Shows high levels of excitement and interest, and expresses positive feelings.
Integrity	Adherence to moral and ethical principles; soundness of moral character; honesty.
Achiever	Puts in effort to achieve a desired result or goal and is motivated by this end and the overall accomplishment.
Innovative	Devises new and creative ways to do things comes up with original ideas.

Interpersonal Styles

Consensus seeker	Works to achieve group solidarity and general agreement and harmony.
Objective	Impartial and honest in dealings with others, eliminating own feelings and view to reach a balanced judgement.
Realistic	Shows concern for facts and reality, rejecting the impractical.
Perceptive	Shows keen insight and understanding of issues or situations.

Thinking Styles

Analytic	Able to separate things into their constituent elements in order to study or examine them, draw conclusions, or solve problems.
Decisive	Reaches conclusions, promptly and firmly.
Flexible/Adaptable	Readily accommodates changing circumstances, modifying own behaviour and/or views. Able to adjust easily to new conditions.
Numerate	Shows abilities in quantitative thought and expression.

How To Apply

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Contact for Enquiries

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Closing Date: 29 Nov 2026