

## Position Description

Vacancy Title: **Partner Sales Management (Labour Hire Recruitment)**

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
<b>Business</b>	
Planning	Deliver results by developing, reviewing or following a work plan, action plan or operational plan.
Documentation	Communicate using formal business writing.

Competence	Description
Communication	Exchange information through verbal communication
<b>Customer</b>	
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.
<b>People</b>	
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
<b>Professional</b>	
Financial Application	Apply financial principles and practices.
Technology Application	Apply technology.
<b>Operational</b>	
Stock Control	Acquire and monitor stock to meet business needs

## Qualifications

Qualification	Discipline	Notes
<b>Desirable</b>		
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 Requirements

- No other required items found.

## Interactions

Type	Interaction	Comments
<b>External</b>		
	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

–

## Contact for Enquiries

Contact Name: Elizabeth Cama

Contact Email: [elizabeth@maxumise.com](mailto:elizabeth@maxumise.com)

Further Contact Information: +679 330 3137 | +679 773 3137

**Closing Date: 19 Apr 2026**