



Offer: Professional Internship (1)

Position: Inside Sales Intern (1)

Host Company Name: SAWA Energy

Address:

Rwandan Office: 1 KG 630 St,

Kigali, Rwanda

Duration: 6 months

Professional Internship Start Date: November 4, 2024

Monthly Stipend given to professional intern:

- 100,000 Frw covered by EPD

Priority: Fresh Graduates: (Not more than 2 years sharp after graduation)

Note: Female are encouraged to apply

About the Host Company: Visit their website: <https://www.sawaenergy.com/>

Position Overview:

We are seeking an ambitious and enterprising professional to join our team in the role of Inside Sales Intern. The candidate will support the Business Development team in Rwanda to accomplish the goals of the portfolio..

Key responsibilities:

- Support the development of strategies for identifying, tracking, and engaging potential clients
- Support the development of the Rwanda sales pipeline by diligently tracking, managing, and engaging numerous clients' stakeholders across the local and regional levels and across various functions within the client organizations, including technical, procurement, financial, and leadership.
- Lead and manage the prioritization of clients within the pipeline as well as efforts within the businesses development
- Create and deliver compelling sales presentations and proposals to prospective clients with collaboration from the Investment team on the proposals.
- Lead the due diligence of potential projects and clients, including collecting client information and coordinating across the internal teams for support.
- Stay up-to-date with industry developments and emerging trends in renewable energy.
- Supporting the BD team with technical issues in the country whenever needed.



- Liaising with our EPC partners during project commissioning to ensure proper hand over to the Asset

Skills & Qualifications:

- Master's degree in Energy Economics, Master's degree in Renewable Energy, or a related field.
- A business-related bachelor's degree is strongly desired with knowledge of the solar industry Valued.
- Fluent in English and Kinyarwanda.
- Excellent communication and interpersonal skills.
- Willingness to travel in remote site locations in Rwanda.
- Must take personal accountability for tracking numerous activities across workstreams and driving them all to a successful conclusion.
- Must display a track record of thriving in a fast-paced sales environment, able to work towards and hit KPIs.
- Being a self-starter with an entrepreneurial spirit is paramount.
- Must be very comfortable working in the digital realm, using tools such as Google Drive (Docs, Slides, Sheets), CRMs, and other remote working tools.
- High level of proficiency in building PowerPoint presentations.
- High level of proficiency in Microsoft Excel or Google Sheets.
- The role will require regional travel and have your means of transport (Fuel and mileage will be reimbursed).

Benefits:

- Gain practical experience in energy economics and market analysis.
- Work on impactful projects focused on sustainability and renewable energy.
- Collaborate with an experienced team and contribute to strategic business growth.
- Opportunity to develop financial and analytical skills with real-world applications.
- Potential for long-term career opportunities within the company upon successful completion of the internship. (e.g: Job, etc)

Application:

- **Application Deadline:** October 22, 2024
- **[Apply Here](#)**

Candidate selection & date:

- Shortlisted : October 23-24, 2024.
- Interview call & confirmation email: October 25, 2024
- Interview Period: 28th-31st October, 2024
- Onboarding: November 4, 2024.