



Our client, a leading provider of electric vehicle (EV) charging and clean energy solutions in Kenya, is seeking to recruit a dynamic and results-driven professional to join their growing team as Sales Engineer / Sales Manager – EV Charging Solutions. The successful candidate will spearhead the growth of the EV charging business by driving sales, developing strategic partnerships, and positioning the company as a market leader in sustainable mobility infrastructure. The job profile is outlined below.

Job Title	SALES ENGINEER / SALES MANAGER – EV CHARGING SOLUTIONS
Administrative Information	Job Location: Nairobi, Kenya
Job Purpose	To spearhead the growth of the company’s electric vehicle (EV) charger business by driving sales, developing strategic partnerships, identifying new market opportunities, and providing technical-commercial support to clients. The role combines technical expertise with strong business development capability to position the company as a leading EV charging solutions provider.
Duties and Responsibilities	<ul style="list-style-type: none"> o Develop and execute a sales strategy for EV charging infrastructure. o Identify and pursue new business opportunities (corporates, real estate developers, fuel stations, malls, fleet operators, government institutions, hospitality sector, etc.). o Build and manage a robust sales pipeline from lead generation to contract closure. o Achieve and exceed sales targets and revenue goals. o Conduct market research to identify emerging trends, competitors, and pricing benchmarks. o Provide technical advisory support to clients on EV charger types (AC, DC fast chargers, smart chargers).

	<ul style="list-style-type: none"> o Conduct site assessments and recommend appropriate charging solutions. o Prepare technical and commercial proposals, bids, and tender submissions. o Work closely with engineering and installation teams to ensure proper project execution. o Ensure compliance with local electrical, safety, and regulatory standards. o Build and maintain strong relationships with key clients and stakeholders. o Negotiate contracts and close commercial agreements. o Provide after-sales follow-up and ensure high customer satisfaction. o Collaborate with EV manufacturers, renewable energy providers, and financiers. o Represent the company at industry forums, exhibitions, and stakeholder meetings. o Track and report on sales performance, pipeline status, and revenue forecasts. o Maintain CRM records and prepare periodic sales reports. o Execute any work / directives assigned by the director
<p>Key Competencies and Skills</p>	<ul style="list-style-type: none"> o Strong commercial acumen. o Technical problem-solving skills. o Excellent negotiation and closing skills. o Ability to interpret technical drawings and specifications. o Relationship-building and stakeholder management. o Entrepreneurial mindset and results orientation.

Qualifications & Experience	<ul style="list-style-type: none"> • 6 months' experience in the EV charging sector, and a bachelor's degree in one of the following majors: Electrical Engineering, Mechanical Engineering, Renewable Energy, Electronic Engineering, Automation, Information Technology, Computer Science, Power Engineering, or a related technical field. OR 6 months' experience in EV charging sales. • Strong understanding of EV charging systems and electrical infrastructure. • Experience in tendering and large project sales is an advantage.
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[How to Apply](#)

Suitably qualified candidates should apply in confidence indicating the ***Job title*** as the subject of the e-mail. In addition, attach your application letter, CV with full details of education background, professional qualifications, work experience and attach copies of certificates, relevant testimonials.

On the application letter, indicate your current and expected salary.

The job applications should be submitted in on our e-mail:

recruitment@hrpowerhouse.co.ke It must reach us not later than **20th May 2026**.

Only short-listed candidates will be contacted.