ZIM RAIAN

Sales Engineer

CONTACT

+86 187-5724-7486

zim01@qq.com

Suzhou,Jiangsu,Shanghai

EDUCATION

Huzhou University
Apr 2016 - Apr 2020
Bachelor of Computer Science

AWARDS & CERTIFICATIONS

China New Innovation Competition

- Hangzhou Silver Award
- Ningbo Gold Award

SKILLS

- Solar PV Systems
- Energy Storage
- Technical Pre-Sales
- Solution Design
- Business Dev.
- Client Relations
- Market Analysis

PROFILE

Results-driven Sales Engineer and Technical Executive with over 6 years of experience in the renewable energy sector, specializing in solar photovoltaic systems and energy storage solutions. Demonstrated expertise in bridging technical engineering and commercial sales, delivering customized renewable energy solutions across diverse international markets including the EU, LATAM, and Southeast Asia. Proven ability to manage end-to-end sales cycles from technical consultation and solution design to contract negotiation and project delivery, with a track record of securing multi-million-dollar deals and building lasting client partnerships.

WORK EXPERIENCE

SALES ENGINEER

Midea Energy

Mar 2025 - Present

- ▸ Act as the primary technical-commercial lead for solar PV and energy storage business across Thailand, Vietnam, Indonesia, the Philippines, and Myanmar.
- ▸ Drive pre-sales engineering—including site assessments, system sizing, feasibility studies, and proposals—to align with client needs and local regulations.
- ▸ Partner with engineering/R&D to tailor solutions for SEA's climate, grid, and demand patterns.
- ▸ Cultivate long-term relationships with key distributors, EPCs, and developers through client visits, seminars, and training.
- ▸ Represent the company at major trade shows and conferences to showcase products and capture new opportunities in the region.

ZIM RAIAN

Sales Engineer

CONTACT

+86 187-5724-7486

zim01@qq.com

Suzhou,Jiangsu,Shanghai

EDUCATION

Huzhou University
Apr 2016 - Apr 2020
Bachelor of Computer Science

AWARDS & CERTIFICATIONS

China New Innovation Competition

- Hangzhou Silver Award
- Ningbo Gold Award

SKILLS

- Solar PV Systems
- Energy Storage
- Technical Pre-Sales
- Solution Design
- Business Dev.
- Client Relations
- Market Analysis

WORK EXPERIENCE

TECHNICAL EXECUTIVE / SALES ENGINEER

Arctech Solar

Apr 2020 - Feb 2025

- ▸ Managed full-cycle technical sales and business development for solar tracking and energy storage across the EU and Latin America—from lead generation and technical consultation to contract negotiation and order fulfillment.
- ▸ Secured ~20 high-value international clients and negotiated >200 MWh in storage contracts, with key accounts including Adani, L&T (India), Cangoee (Australia), Rays Experts (India).
- ▸ Delivered expert pre-sales support—system design, performance modeling, and ROI analysis—translating engineering specifications into persuasive commercial proposals.
- ▸ Drove market intelligence on trends, competition, and regulations across regions, using insights to refine sales strategies and boost qualified lead generation by 40%.
- ▸ Partnered with product development to channel field feedback, optimizing existing product lines and guiding new solutions to meet evolving market needs and regional certification standards.
- ▸ One of the key projects that I worked on was the electrification of the Islands of Indonesia, a solution to put Solar Pannels+Inverter+ESS together to form a one container microgrid, which powered smaller island communities/villages