

SHAPE THE FUTURE OF RENEWABLE ENERGY



(Senior) Sales Manager DACH (all genders)

Location: **Augsburg / Berlin**

Your mission

- Acquire new partners in EPC, O&M, and Asset Management sectors, and develop new markets in the D-A-CH region.
- Identify potential partners and develop customer acquisition strategies after training.
- Sell remote monitoring, energy management, and software solutions; provide technical advice to customers.
- Develop technical solutions with customers, prepare offers, and negotiate contracts.
- Develop strategic partnerships from sales activities in the medium term.
- Represent the company at national and international trade fairs and congresses.
- Collaborate with Proposal and Product Management departments; build and maintain internal networks

Your Profile

- Completed training or studies in engineering, electrical engineering, or similar.
- Professional experience in selling technical products and complex solutions.
- Relevant experience in photovoltaics and energy management systems.
- Business fluent in German and English; other languages are a plus.
- High willingness to travel and flexibility.
- Strong communication, intercultural understanding, and negotiation skills to inspire customers

You can look forward to

- **Working for a better future:** With us, you'll create a better future for us and all the generations after us
- **Flexibility:** With our flexible home office and working time model with a flexitime account
- **Overtime?** With us you can take overtime as time off on another day
- **Fair salary:** Our salary is based on the industry median and offers attractive benefits
- **Prepaid credit card:** In addition to your salary, we support you with a SpenditCard in the amount of 50€ per month.
- **Continuing education:** Use our learning platform to stay up to date. We provide you with up to 5 paid working days to further your education and expand your knowledge.
- **Fitness:** Train with our attractive employer subsidy at Urban Sports Club, take part in our JobRad leasing or power up at our annual company run
- **Mobility budget:** Whether a subsidy for the Germany ticket or for public transport, we support environmentally friendly means of transport
- **Financial benefits:** We subsidize your capital-forming benefits
- **Feel-good & retreat place:** You can expect a modern and bright office with cosy break areas with a view of a park, as well as a parent-child office for you and your child
- **Team events:** Regular barbecues on our terrace, team events, table tennis or table football tournaments and other events such as our mc Summer Party or our Christmas party await you.