KEY ACCOUNT MANAGER

Overview

Insolight is a start-up based in Lausanne (CH) that is bringing to market a disruptive solar module to combine solar energy and agriculture on the same land (“agrivoltaics”). The module generates electricity while improving agricultural returns, thanks to dynamic light transmission and high crop protection (for more information: www.insolight.ch). The company is backed by several private investors and public grants.

The technology is now being industrialized and “pre-series” modules are being deployed at customer sites. Commercial “series” modules are expected in 2022. The objective is now to multiply opportunities in key European markets and log a large order book.

You

You are passionate about solar energy and agriculture and wish to contribute to Insolight’s commercial success. You are highly motivated to work in a fast-paced demanding start-up environment and are willing to travel. You look forward to interacting on daily basis with major EU energy players and smaller solar developers. You can rapidly get up to speed with the agrivoltaic industry and develop technical knowledge. You have a strong drive to implement highly innovative products, services and business models.

Responsibilities

• Help customers achieve success in agrivoltaics through the implementation of our solutions
• Manage pilot installations throughout the sales cycle, from feasibility study to aftersales
• Coordinate with the technical customer service team and Insolight’s product development team
• Develop lasting relationships & obtain new projects with existing key accounts
• Accompany customers in applying for support instruments (innovation tenders, national and EU subsidy instruments, …)
• Represent Insolight at fairs and industry events

Mandatory skills and experience

• 3y+ industry experience in photovoltaics or agritech project development
• Experiences in building customers relations and in selling or implementing an innovative technology
• Experience or academic background in engineering, business or agricultural science
• Excellent project management and structured approach
• Sharp written and oral communication
• Ability to deal with the fast pace of a of start-up environment
• Full professional proficiency in English and French

Nice-to-have experiences and skills

• Experience with agrivoltaic projects
  Italian or German professional proficiency is a plus

Conditions

• Remote work accepted if willing to travel on a regular basis to Lausanne
• Compensation will include performance-based part and stock options

Please send your application to: careers@insolight.ch

Lausanne, March 2021