

## Business Development Internship

### Who we are:

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](http://www.insolight.ch)). The company is backed by several private investors and public grants.

We are currently deploying pilot installations in key European markets and logging pre-orders for our serial product .

We offer an exceptional startup experience in clean-tech with direct exposure to the market. The team is passionate about creating impact at the food-energy nexus and looking forward to welcome you in our cool rooftop offices.

### Profile:

Insolight is seeking a talented individual with a strong business acumen and excellent communication skills to help out on business development activities. Candidates should be entrepreneurially minded, passionate about renewable energies and driven by a will to have a big impact in a startup.

### Your role:

As a Business Development Intern at Insolight, you will be working directly with Insolight's Chief Commercial Officer (ex-McKinsey). You will be providing hands-on support to help drive our international solar business to the next level. You are expected to come rapidly to the level of presenting our solution independently to potential leads.

### Your key responsibilities:

- Present Insolight's solution to potential leads and assess the fit as potential customers
- Facilitate smooth Bus. Dev. and sales activities, e.g., by structuring the CRM and inputting key information
- Synthesize key information for the business team

### About you:

- EPFL Master student doing a master/minor in MTE, or HEC student with technical understanding of a PV installation
- Sharp **oral** communication
- Willingness to take a hands-on startup 80/20 approach
- Multi-tasker with an ability to see the big picture and draw conclusions
- Self-driven, reliable and driven to succeed
- Fluent spoken and written English. German, French or Italian considered a big plus.

**Duration:** 6-12 months, open to part-time (> 60%)

**Working hours:** Flexible – we can accommodate university classes but ideally spread over the whole week

**Remuneration:** CHF 1750 / month for a fulltime position

**Location:** Insolight office, Avenue de Longemalle, 11, 1020 RENENS or remote

**Contact:** Please send your application to: [careers@insolight.com](mailto:careers@insolight.com)