

BUS. DEV. & 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 (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 a diverse and friendly start-up environment. We are passionate about creating impact at the food-energy nexus and love what we do. We value self-drive, collaborative problem-solving and meeting challenges as a team. We look forward to welcoming you in our cool rooftop offices!

You

You are passionate about solar energy and agriculture and wish to contribute to Insolight's commercial success, including in DACH and Italy. 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, smaller solar developers and farmers. 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 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 German and English

Nice-to-have experiences and skills

- Experience with agrivoltaic projects
- Italian or Spanish 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 option

Please send your application to: careers@insolight.ch