

## SALES MANAGER

### Overview:

Insolight is a start-up based in Lausanne (CH) that is bringing to market a disruptive solar module for agrivoltaic applications, allowing to combine solar energy and agriculture on the same land. 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.

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.

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.

### 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 project deep PV or agritech industry knowledge and have a strong drive to sell highly innovative products and services. You have a demonstrated ability to convince customers.

### Responsibilities:

- Fill order book with pre-orders & orders for MW<sub>p</sub> quantities
- Initiate customer leads and advance the maturity of the customers’ pipeline
- Develop lasting relationships with customers
- Represent Insolight at fairs and industry events

### Mandatory skills and experience

- 3y+ industry experience in the solar industry or agricultural sector
- Commercial track record with a demonstrated ability to sell
- Academic background in engineering, business, or agricultural sciences
- Full professional proficiency in English and German or French or Italian
- Sharp written and oral communication
- Ability to deal with the fast pace of a of start-up environment

### Nice-to have

- Experience in agrivoltaics
- Past experiences in selling innovative technologies
- Italian or French or German professional proficiency

### Conditions:

- Remote working 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](mailto:careers@insolight.ch)