

AGRITECH SALES 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.

The technology is now being industrialized and “pre-series” modules are being deployed at customer sites, with large installations (>0.5ha) expected in 2022. The objective is now to multiply opportunities in key European markets.

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 clean tech in 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 frequently. You look forward to interacting on daily basis entrepreneurial growers/farmers, agricultural chambers and cooperatives. You project deep 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 hectare-scale installation orders
- Establish our agronomic value to strengthen our agricultural sales pitch
- Meet agricultural players and advance the maturity of the customers’ pipeline
- Arrange and coordinate various technical and marketing activities, these may include industry fairs, Insolight events or setting up demonstrators with agricultural centres of excellence
- Offer agronomic support to the team

Mandatory skills and experience

- Degree in agricultural science, agricultural engineering, or a related scientific/engineering field or equivalent experience
- 3+ years in agronomy-related sales experience and additional direct agronomic experience
- Full professional proficiency in French OR German OR Italian. Good understanding of English.
- Sharp written and oral communication
- Ability to deal with the fast pace of a of start-up environment

Nice-to-have experiences and skills

- Experience in agrivoltaics
- Past experiences in selling innovative technologies
- Professional proficiency in more than one language

CONDITIONS

- Compensation will include performance-based part and stock option

Please send your application to: careers@insolight.ch