

## Business Development Internship

### Who we are:

Insolight is a scale-up based in Lausanne (CH) that is bringing to market a disruptive solution to combine solar energy and agriculture on the same land (“agrivoltaics”). The solution generates electricity while improving agricultural returns, thanks to dynamic light transmission and high crop protection.

We are currently deploying pilot installations in key European markets and logging orders for the scale-up.

We offer an exceptional experience in clean-tech with direct exposure to the market. The team is passionate about making a huge impact at the food-energy nexus and looking forward to welcoming 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 scale-up.

### 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 agrivoltaic 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:

- Prequalify potential leads (direct contact with potential customers)
- Facilitate smooth Bus. Dev. and sales execution, e.g., by structuring the CRM and inputting key information
- Conduct typical market research and synthesize information for the business team

### About you:

- Business student with technical understanding of a photovoltaics or EPFL MTE student
- Sharp oral communication
- Willingness to take a hands-on 80/20 approach
- Multi-tasker with an ability to see the big picture and draw conclusions
- Independent, reliable and driven to succeed
- Fluent spoken and written English. German or Italian considered a big plus.

**Duration:** 6-12 months, open to part-time (> 60%), starting date between September and December

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

**Remuneration:** CHF 1750 / month for a full time position

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

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