



YOUNERGY IS HIRING!

Energy Sales Consultant

STARTING DATE: as soon as possible

The job

The Energy Sales Consultant position is tailored to an ambitious and independent sales individual. In the process of expanding in german speaking Switzerland, Younergy is searching for a candidate with the ability and willingness to take on more responsibility within a short period of time. The promotion to a regional management role within 12 months is a possibility.

- Selling Younergy services to B2B and B2C customers.
- Meeting with customers at site locations.
- Providing customers with information about Younergy energy solutions (Solar Abo, Solar Direct, Solar Community) and products (Solar PV, batteries, Heat-pumps, EV chargers, etc)
- Gathering information to accurately identify the customer's solar needs.
- Selecting solar energy products and systems to best suit the customer's needs.
- Providing customers with quotes, sales orders, shipping information
- Providing after-sales service including courtesy calls and site visits.
- Following up on sales quotes from other members of the sales team.
- Completing sales order paperwork.
- Generating potential leads for new accounts.
- Providing pre-sales technical assistance and product education
- Reporting on sales activities

What we look for

- Sales track record in Real-Estate, Construction, Insurance or Energy (rooftop solar experience advantageous)
- Native German (including Swiss German) and proficient in English. French is a plus.
- Methodical and organized individual with negotiation and closing skills
- Ability to work independently in a virtual team
- Environmentally conscious, interested in building a sustainable world

What we offer

- A "new-energy" startup environment with flexible working conditions
- Competitive and performance driven compensation
- Company car
- Clear career progression path.

About us

Do you want to participate in the distributed energy revolution?

Younergy is a fintech / cleantech hybrid that uses technology to change the way solar energy is developed, financed and operated. We bundle energy services based on locally deployed solar systems and storage. Younergy's main product is locally produced and self-consumed solar electricity. We are working to digitize and automate the process of selling, installing and operating a large number of distributed energy production sites in what can be seen as the backbone of the distributed energy utility.

We work hard every day to accelerate solar energy adoption and build a successful business. Care to join us?

Apply now

Send an email to hr@younergy.ch and attach your CV. We expect to learn about your motivations and receive references/examples of your previous work.

In the body of the email, please reply to the following questions: i) Why do you want to work at Younergy? ii) Describe a situation in your work-life where you failed. iii) Describe a time when you accomplished something you thought was impossible

Only applicants that strictly follow the application process will be considered.

