



## Mission to be accomplished: Scale-up

With our web solutions, which we develop for installers, manufacturers and wholesalers from the solar and heating industry as well as for energy suppliers, we contribute to an efficient energy transition. Our team is growing and is looking for further reinforcement:

### Business Developer (m/w/d), 80 – 100 %

#### Your tasks as a Business Developer:

- Establishment of sales channels for our B2B SaaS solution in new European markets
- Establishment of a local sales team and integration into our existing sales organization
- Coaching and support of the local sales team
- Consulting and acquisition of strategically important customers / partners in the local market
- Analysis, clarification and implementation of various steps relevant for market development: Recruiting, clarification of legal aspects, organization of trade fair appearances, identification of and cooperation with relevant industry networks and associations, etc.
- Continuous analysis of the need to adapt the software to local market requirements
- Improvement and co-design of business processes
- Collaboration in the development and market launch of new profitable business models, scalable products and cooperations for our software solutions

#### What you can expect from us:

- **Variety:** Exciting tasks in a creative environment
- **Development:** Support for professional growth and rapid internal advancement
- **Flat hierarchy:** Room for input, short decision-making processes
- **Passion:** Young and innovative team, in a fast growing company
- **Mission:** Increasing the use of renewable energy by means of advanced software
- **Flexibility:** flexible arrangement of your working hours
- **Freedom:** work in our offices in St. Gallen, Chur or in your home office

#### What we expect from you:

- Fluent in English as well as in Spanish and / or French (both spoken and written)
- Successfully completed Master's degree (university / FH) with a focus on business administration
- Flair for IT and technical topics
- At least 2 years of experience in Business Development / Sales (or comparable)
- Excellent ability to convince, negotiate and close agreements
- Strategic competencies and an entrepreneurial mindset, high degree of proactivity
- Plus: work experience/network in the solar energy/heating field.

#### Do you want to be part of our team?

We look forward to receiving your CV with a short cover letter, addressed to *Doris Frehner*.

Mail: [jobs@eternity.ch](mailto:jobs@eternity.ch), Tel.: +41 81 511 64 64