

Become part of our success and strengthen our #TeamPath2Zero as

Account Manager Energy Efficiency Industry (m/f/d)

Location: Osnabrück, Berlin or Hamburg

Are you passionate about zero emissions and want to make a significant contribution to achieving our climate goals? Then start in our team as an Account Manager for the support of customers in the industrial and commercial sector for the sale of intelligent efficiency solutions. Together with a strong project team, you will sell our energy services and support our industrial and commercial clients in designing climate-neutral energy efficiency systems.

Your tasks:

- You will acquire and advise industrial and commercial multi-site clients (key accounts - new and existing) with a focus on energy efficiency services and decarbonisation solutions.
- You will be responsible for the entire client acquisition process at C-level - from the initial contact, the proposal development/presentation to the conclusion of the contract.
- You continuously keep an eye on our market competitors and the development of the market and react to changes.
- You will contribute your know-how to international account teams.
- Through agile methods, you control both internal and external project teams.

Your profile:

- Sound sales experience with proven success in the sale of complex energy supply solutions/energy services (heating, cooling, compressed air, steam generation) in the industrial and commercial sector; experience in the field of energy efficiency is an advantage
- Completed studies in the field of power engineering, electrical engineering, mechanical engineering, process engineering, industrial engineering, supply engineering or a comparable technical degree, alternatively a technician or master craftsman in one of the aforementioned fields
- Confident handling of MS Office and CRM systems as well as good English skills
- Strong communication skills, persuasiveness and assertiveness
- Independent, result- and conclusion-oriented way of working
- Valid car driving licence and high degree of willingness to travel regionally

Your benefits:

- Flexible working hours and home office
- Freedom to shape your working environment
- Internationality
- Exciting major projects
- Team spirit
- Attractive remuneration

Have we aroused your interest? Then contact us!

Send us your CV and your application in the form of a cover letter to:

hr@encore-efficiency.com