

SALES ENGINEER FOR SOUTHERN EUROPE

COMPANY

Adaptricity, based in Zurich, provides highly innovative cloud software for SmartGrid planning and analysis. Together with LEONI, Europe's leading cable systems manufacturer and main shareholder of Adaptricity, we serve more than 60 utilities across Europe, Asia and Australia.

Our young and motivated team develops cutting-edge software products for grid planning, operation and monitoring. Adaptricity also offers consulting services in the fields of active distribution grid simulations as well as measurement data analysis and visualization. With the electricity sector in a state of constant and rapid development, our mission is to always remain on the forefront of development, and to provide top-notch, tailor-made services to our customers.

REQUIREMENTS

- Previous in-depth B2B sales experience
- In-depth experience in the European electricity sector, ideally with a strong personal network in the target markets (Spain, Portugal)
- Technical background or technical interest
- Based in Spain with easy access to the relevant regions
- Willingness for frequent travel within Europe (including regular visits at our base in Zurich).
- Native Spanish speaker, fluent in English, other languages are a plus
- Very good presentation skills
- Very good self-organisation and communication skills
- Result driven and performance oriented
- Driving licence Cat. B

POSITION

Execution of Adaptricity's International market expansion (Southern Europe) by

- Active acquisition of new customers in target markets
- Design pilot projects on the base of identified customer needs
- Support in adaptation of existing Adaptricity marketing materials for new markets
- Attendance of relevant industrial fairs and events
- Analysis of product-market fit in target markets for existing and new Adaptricity products (including active collaboration with CTO/product manager)
- Sales-related customer support in on-going projects

WHAT WE OFFER

- Creative freedom to actively advance our products and the company development
- Young, motivated and talented team
- Flexible office hours and home office policy
- Self-dependent working mode

CONTACT

Interested? We are looking forward to receiving your application including a short motivation letter on hschnyder@adaptricity.com.

For questions and more information, please contact Heidi Schnyder +41 44 515 92 41.

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