

## Sales Account Manager-Energy Efficiency – 100%

### **POSITION OVERVIEW**

We are seeking an experienced and dynamic Sales Account Manager with a strong background in the real estate management, energy efficiency or ESG domains. The ideal candidate will have 5 years of experience in sales, account management, and business development, related to digitalization, real estate and energy transition. This role involves managing key accounts, driving sales growth, and developing long-term relationships with clients to promote and sell our energy efficiency and monitoring solutions and services.

### **KEY RESPONSABILITIES**

#### **Account Management**

- Manage and nurture relationships with key accounts in the real estate sector.
- Serve as the primary point of contact for assigned clients, ensuring their needs are met and expectations exceeded.

#### **Sales and Business Development**

- Identify and pursue new business opportunities within the energy efficiency market.
- Prepare and deliver compelling sales presentations and proposals to prospective clients.
- Negotiate contracts and close sales deals to meet or exceed sales targets.

#### **Client Relationship Management**

- Build and maintain long-term relationships with clients, understanding their business goals and providing tailored solutions.
- Conduct regular reviews with clients to ensure satisfaction and uncover additional needs.

#### **Product and Industry Knowledge**

- Stay updated on industry trends, regulatory changes, and advancements in energy efficiency technologies.
- Provide clients with expert advice on energy transition solutions and best practices.
- Collaborate with internal teams to develop and enhance product offerings based on market feedback.

#### **Reporting and Analysis**

- Track and report on sales performance, pipeline status, and market trends.
- Use CRM tools to maintain accurate records of client interactions and sales activities.

## QUALIFICATIONS

### Experience

- 5 years of experience in sales, account management, and business development in the real estate management, energy or ESG domain.
- Proven track record of achieving sales targets and driving revenue growth.

### Skills and Competencies

- Strong knowledge of energy efficiency solutions and the real estate and energy sectors.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain strong relationships with clients and stakeholders.
- Proficiency in using CRM software and other sales tools.

### Languages

- German mother tongue.
- English fluent (C1, business proficiency).
- French (B2, business proficiency is a strong asset).

### Education

- Bachelor's degree in Business, Engineering, Environmental Science, or a related field.
- A Master's degree or relevant certifications are a plus.

## BENEFITS

- Exciting work in a fast-growing company.
- A close-knit, motivated team with a flat hierarchy.
- Flexible working hours and teleworking.
- A chance to make an impact.

## OUR MISSION...

... is to contribute to a more sustainable world by reducing energy consumption in buildings through a unique technology that combines high-precision data, AI and predictive remote heating control. Our monitoring platform allows us to generate energy reports, provide personalised recommendations and assist our customers in reinvesting in their buildings, and this is just a part of our core business.

## HOW TO APPLY

Interested to join us?

We would be delighted to receive your full application (resume & cover letter) via e-mail at [jobs@ecco2.ch](mailto:jobs@ecco2.ch).