

Are you interested in a meaningful job that offers personal development opportunities? Does the idea of joining a team that values diversity and provides a high level of flexibility appeal to you? If so, come and join us!

For our team in the **Czech Republic**, we are currently seeking a:

Sales & Business Development Manager – 80-100%

About Us

We are a Swiss-founded company specializing in innovative solutions for efficient thermal energy management. Our clients include real estate investment funds, financial institutions, housing cooperatives, property management companies, and state institutions. We provide AI-powered services and modern devices that reduce energy consumption and costs while enhancing living comfort and sustainability.

Position Overview

We are seeking a dynamic Sales & Business Development Manager to drive sales growth and expand our presence in the Czech Republic. This role focuses on actively developing new business, managing key accounts, and implementing strategies to promote our PropTech energy efficiency solutions. Supported by a skilled technical team, the position ensures seamless solution implementation and provides comprehensive client support.

Responsibilities

- Actively develop and execute strategies to generate new sales opportunities.
- Build and maintain strong relationships with key clients in the Czech real estate and energy sectors.
- Identify and pursue new business opportunities with property management companies, housing cooperatives, and state institutions.
- Deliver tailored presentations and proposals, negotiate contracts, and close sales to meet revenue targets.
- Collaborate with the technical team to ensure smooth solution implementation and ongoing client satisfaction.
- Analyze market trends and client feedback to refine sales approaches and identify growth opportunities.
- Maintain accurate records of sales activities and client interactions using CRM tools.

Requirements

- Minimum 5 years of experience in sales or business development, preferably in real estate, facility management, or energy solutions.
- Proven track record of achieving sales targets and driving revenue growth.
- Strong communication, negotiation, and presentation skills.
- Proactive, self-motivated, and results-driven approach.
- Proficiency in Czech (native) and English (fluent).
- Bachelor's degree in Business, Marketing, Engineering, or a related field.
- Valid driver's license and willingness to travel.
- Familiarity with CRM systems and marketing tools is a plus.

We offer

- Competitive financial package, including performance-based bonuses.
- Comprehensive training locally and at our Swiss headquarters.
- Flexible working options, including remote work.
- Opportunities for career advancement within a growing, international company.
- Access to all necessary tools for success, including a company car, phone, and laptop
- Centrally located offices in Prague.

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.

Interested to join us?

Send your CV and cover letter to jobs@ecco2.cz.

We look forward to welcoming you to our team!