

INTERNATIONAL BUSINESS DEVELOPMENT

COMPANY

Adaptricity, a SmartGrid and data analytics start-up based in Zurich (Hardbrücke), is a spin-off of ETH Zurich's Power Systems Lab and since 2017 part of LEONI, Europe's leading cable systems manufacturer. 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

- In-depth experience in the European electricity sector, with a strong personal network in our European target markets (UK, Nordics) and/or overseas markets (US/Asia)
- Previous in-depth sales experience
- Willingness for frequent travel within Europe and occasional travel outside Europe
- Very good English skills, good German skills are a plus
- Very good presentation skills
- Very good self-organisation and communication skills
- Ability to thrive and perform in a result-driven work setting

WHAT WE OFFER

- Creative freedom to actively advance our products and the company development
- Young, motivated and talented team
- Attractive company headquarters in Downtown Zurich
- Flexible office hours and a home office policy

POSITION

- Preparation and execution of Adaptricity's international market expansion (UK/Nordics) in close coordination with our management team
- Exploration of target markets and potential other overseas markets
- Analysis of product-market fit in target markets for existing and new Adaptricity products (including active collaboration with CTO/product manager)
- Active Acquisition of new customers in target markets
- Sales-related customer support in on-going projects
- Adaptation of existing Adaptricity marketing materials for new markets
- Attendance of relevant industrial fairs and events in new market regions

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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