



CLEMAP pursues the vision of a world where people, devices, buildings and industries understand their energy flows and work together towards sustainable energy use. The company offers a scalable end-to-end energy platform that can be deployed in the Smart Grid, Smart Building and Smart Factory markets in a highly modular way. With its solutions, CLEMAP has the answer to the challenge of managing and controlling the flexibilities of different energy producers and consumers in the electricity grid. As a partner, the company assists industrial consumers, electrical installers and utilities in using energy efficiently. In addition to standardized plug-and-play products, CLEMAP also offers company-specific solutions in the area of flexibility and energy measurement and control. To achieve CLEMAP's ambitious goals, we are looking for a

Sales and Channel Developer (50-100%)

One of the most successful solutions is CLEMAP Load Management, a vendor-independent, dynamic load management for electric cars that monitors and controls power consumption in real time. As part of our sales team, you will contribute in growing the business through acquisition of new sales channels. You will support CLEMAP in achieving the high set goals in a dynamic environment, by serving existing customer and addressing new customers such as system integrators, metering providers and wholesale companies. We are looking for a highly driven personality with proven sales track record in the smart grid and/or smart building business to support us in distribution channel acquisition. We offer full flexibility in regard to working place: you will work in our office near Bahnhof Altstetten in Zurich, in home-office but mainly visiting customers and closing deals.

Your mission

You are responsible for proactively contacting new customers (B2B) and new distribution channels in the regions of Switzerland and DACH region, following up and generating the sales funnel until the order handling process starts. You will be the face to the customer, and you will be responsible for the customer's satisfaction. You make use of company wide network and leverage on your own network; you are able to build synergies and exploit opportunities.

Your profile

- Highly driven, ambitious personality with proven sales track record in the smart grid and/or smart building business
- You have an extensive professional network in the energy sector, you can leverage on this network and generate sales building on existing product portfolio
- You are responsible for the development and implementation of the right sales strategies to achieve the sales targets
- You are outgoing, you enjoy interacting with people, you work independently and have excellent communication skills
- You work systematically, where there are no structures and processes, you find ways to create them
- You understand our technology and you are fascinated by it
- You are interested in expanding your network of system integrators and metering providers
- You care about the environment and want to contribute to the energy strategy 2050
- Your native language is German or English with fluency in German, knowledge of French and Italian is an advantage

What we offer

- An exciting job in a young and dynamic startup with flat hierarchies and lean and direct communication
- The opportunity to make a real impact with your work and to share and implement your ideas
- A motivated and ambitious team. Great support and empowerment from experienced leaders
- Being part of a vision and contributing to enable the energy transition
- Market salary and attractive bonus package

Are you ready? Bist du bereit? Sei pronto? Es-tu prêt?

Then send us your CV and a short letter of motivation, in which you present yourself and explain why you are the right person for us. Write directly to jobs@clemap.ch. For questions, please contact Pascal Kienast at pascal@clemap.ch or +41 79 455 98 55