

OPEN POSITION

APPLY AS MEMBER OF THE CUSTOMER ACQUISITION TEAM OIKOS SOLAR

Since its founding in 1987, oikos St. Gallen has led many initiatives for positive change at the University of St. Gallen, engaging in both the business and academic sectors. oikos Solar is dedicated to promoting solar energy across Switzerland, working closely with a vast network across politics and industry to raise funds and establish photovoltaic installations. The project is structured into six key departments: Finance, Customer Acquisition, Solar Panel Management, Marketing, Legal, and IT. As part of the Customer Acquisition (CA) team, your role extends beyond simply pitching the project to potential investors and roof owners. You are tasked with developing and executing strategies to identify and engage these key stakeholders. It involves clear communication to show the value of our project, making it easier to attract the funding and support needed for us to expand.

YOUR RESPONSIBILITIES AS TEAM MEMBER

- Structuring your portfolio of clients and leads, including cold calling
- Organizing pitches, meetings, and creating necessary slide decks
- Updating and managing our CRM system
- Collaborating with the Finance and Solar Panel Management (SPM) teams to finalize deals

WHAT DO WE OFFER?

- Hands-on experience in Sales and CRM
- Exposure to professional networking opportunities
- Personal and professional development (with trainings)
- Public speaking and pitching experience
- A meaningful and challenging job in a fast-paced environment
- Teamwork with committed students in the field of sustainability and business
- Fun community events

CONTACT US:

Send your CV to the link on the oikos website

