



Student consultancy for renewable energy at HSG

OPEN POSITION

Partnerships Team Member

Partnerships

2-6h/week · Campus Credits possible

Since 1987, oikos St. Gallen has driven initiatives for positive change at the University of St. Gallen, bridging business and academia. oikos Solar is its student consultancy for renewable energy: we support startups, companies and public institutions in Switzerland with hands-on consulting projects that move the energy transition forward. Our team is organised in four departments: Consulting, Partnerships, Marketing & Events and Finance.

As a member of the Partnerships team, you are the bridge between oikos Solar and its clients. You identify and approach potential clients and sponsors across Switzerland, pitch our consulting services and build relationships that turn into projects. You work closely with the Consulting team so that handovers from first contact to project kickoff run smoothly.

YOUR RESPONSIBILITIES

- Research and identify potential clients and sponsors: companies, energy providers, municipalities, networks
- Draft outreach messages, run follow-ups and maintain a structured contact pipeline
- Join first meetings with prospective clients
- Prepare partnership materials such as one-pagers, decks and email templates
- Hand over won projects to the Consulting team

WHAT WE OFFER

- Hands-on experience in business development and stakeholder management
- Direct contact with decision-makers in the Swiss energy sector
- Skills in outreach, pitching and relationship building
- A motivated, like-minded team
- Optional Campus Credits

Sounds like you?

Send us your CV via the application form on the oikos website

Apply now →