

OPEN POSITION PARTNERSHIP TEAMIE

oikos

Since its founding in 1987, oikos St. Gallen has led numerous initiatives for positive change at the University of St. Gallen, engaging in both the business and academic sectors. oikos Solar is dedicated to advancing the energy transition in Switzerland by supporting cantonal and municipal stakeholders through renewable-energy consulting projects. Our team is structured into 5 departments: Finance, Community & Events, Consulting, Data Analytics, and Partnerships. As part of the Partnerships Team, you are the bridge between oikos Solar and our clients. You identify and approach potential partners, pitch our consulting services to startups, companies, and public stakeholders, and nurture long-term relationships that turn into recurring engagements. You work closely with our Consulting Team to align on client needs and ensure a smooth handover from first contact to project kickoff.

YOUR RESPONSIBILITIES AS TEAM MEMBER

- Research and identify potential partners aligned with our mission (companies, organizations, universities, networks)
- support outreach: draft messages, follow-ups, and maintain a structured contact pipeline
- Help build and maintain relationships through regular communication and check-ins
- Prepare partnership materials (one-pagers, decks, email templates) and tailor them to different audiences

WHAT DO WE OFFER?

- Hands-on experience in real sustainability and energy projects
- Opportunity to contribute directly to Switzerland's energy transition
- Skill development in stakeholder management, communication, and communication
- Collaboration with motivated, like-minded students
- A meaningful role alongside your studies with optional academic credits (from HS26)

CONTACT US:

Send your CV to the link on the oikos website

