

Business Development Representative DACH M/F/D)

YOUR RESPONSIBILITIES

Join the gridX team as Business Development Representative and act as a link between our marketing and sales teams. Your task is to find new business opportunities by contacting potential customers and building first relationships. You will use your communication skills to quickly verify the business potential in a customer meeting and to pass it on to the sales team successfully.

- Identify together with the marketing and sales team relevant target industries, companies and individuals for our XENON platform especially in Germany, Austria and in Switzerland
- Establish contact with potential customers and partners in the DACH region independently and proactively
- Present XENON and hold product demos to potential customers
- Structure and optimize the entire pre-sales process from lead generation to handover to the sales team
- Continuously improve sales strategies and processes in cooperation with the management team
- Represent gridX on (digital) conferences and meet-ups with the industry

YOUR PROFILE

- Ideally one year of experience in selling digital energy solutions and/or SaaS
- Structured, organized and creative working method with a high solution orientation
- Good technical understanding, practical mentality and assertiveness
- Experience in the fields of energy and PaaS or SaaS
- Expressive communication and team skills
- Fluent German and English

WHY GRIDX?



Modern workplace in the hearts of Aachen and Munich with IT equipment of your choice



Vacation: 28 days + 2 fixed days special leave at the end of the year



We will **donate** 20 Euros to a charity of your choice on your birthday



Flexible & mobile working: Remote work up to 70 days from anywhere in the EU



City travel subsidy: 30 Euros monthly allowance for your monthly/annual ticket



Receive a fair monthly contribution to your **company pension plan**



Employee discounts: Access to gridX Corporate Benefits



Relocation Support: We support your relocation to Germany



Stay fit and save the planet with our **JobRad offer**



Health & Sports: 30 Euros subsidy for Urban Sports Club or EGYM Wellpass plus corporate health management & (mental) health-care offers



Experience the gridX culture at the annual **team week**, regular team events and receive 50 Euros on top per employee for your department event.



Personal development: Coaching, access to e-learning platforms & annual development budget of 1500 € per employee and 300 € for working students/interns