



Key Account Manager Switzerland

Company description:

Join the energy transition with us!

Nvalue Energia is a leading company in the European renewable energy market and part of the Nvalue group with offices in Bulgaria, Switzerland, Italy and the Netherlands. We are a young and dynamic team of professionals entirely dedicated to promoting solutions for renewable energy consumption, energy saving and the abatement of greenhouse gas emissions.

Job description:

We are looking for a senior specialist with at least 5 years experience in the power markets to join our team in Lucerne. The person will be responsible to manage the existing clients' portfolio of the company and of its expansion. Main activities will be B2B sales and trading of environmental markets solutions to help our clients achieve their climate goals.

Key Responsibilities:

- Execute the company strategy within the current base of clients.
- Developing further the company's portfolio of clients and partners in Switzerland, working with various products such as Guarantees of Origin, Herkunftsnachweise, biomethane, carbon offsetting solutions, etc.
- Promote Nvalue's presence in the dedicated market by visiting clients and attending conferences.
- Assessing various business opportunities and turn them into viable business plans.

Skills and competences:

- Background and experience in the electricity markets, ideally acquired in an electricity distribution company.
- Proven experience with power trading, combined with portfolio management skills and strong key account management.
- Entrepreneurial spirit, natural trading mind and strong business sense.
- Team player with excellent communication skills.
- An expert driven by challenges, goal-oriented and motivated for success in dynamic environment.
- Bachelor or Master's degree (preferably in Economics, Finance or related).





Language skills: Mother tongue German, fluent French and English.

Location: Lucerne, Switzerland

Remuneration: Fixed salary + discretionary performance bonus

Our Offering:

- A vibrant, dynamic and international working environment;
- Opportunity to work independently within a supportive team;
- Excellent working conditions, including 25 vacation days, birthday leave, a combination of office/home office work, additional health insurance and Multisport card.

Remuneration: Fixed salary + highly competitive bonus structure.

To apply: jobs@nvalue.ch

