



We have maintained the start-up spirit: we are young, fast-paced and extremely innovative. Megasol is one of the most successful solar module manufacturers in the world. A promising field of business is Customized Building Integrated Photovoltaics (BIPV), the fully individual building integration of solar systems. We would like to build on and strengthen our market leadership. Help to shape the future as a

Key Account & Project Manager BIPV

(m/f/d, 80 - 100 %, with immediate effect or upon agreement)

Your tasks, responsibilities and competences

You are responsible for the most important and promising field of business and will acquire prestigious solar facade projects | You will accompany and consult our customers, from the first proposal all the way to project implementation, and build up long-term relationships | You move in the exciting environment between architect, planner, installer and owner by skilfully balancing the different, high demands | You develop and shape BIPV projects from a technical, design and commercial point of view | The focus is on solar facades, other business areas are solar railings and carports.

Your profile and skills

You love a challenge and are brimming with ambition. You are willing not only to defend our market leadership, but to continuously expand it. You are excellently positioned in the technical field (e.g. experience in the building envelope environment as a facade planner, facade builder, construction designer or architect) as well as in key accounting (consulting and acquisition of key customers and major projects) and have a corresponding track record. You are a communication talent and know how to build long-term and fruitful relationships. In addition, you are skilled in finding solutions and strong in negotiating.

Your career opportunities

What you can achieve is in your hands: We promote talent and ambition with great scope, extensive competencies and corresponding responsibility. Thanks to flat hierarchies, you can bring in your good ideas and put them into practice. With very good performance, your earning and promotion opportunities are excellent.

Your next step to success

We look forward to your application! **Please be sure to answer the following questions (applications with unanswered answers cannot be considered).**

How do you go about acquiring new clients? (very specifically, step by step) | What are your salary expectations? | What is more important to you: a certain starting salary or the possibility to develop yourself further (also in terms of salary)?

Please send everything exclusively by e-mail to Miriam, our Talent Scout: jobs@megasol.ch