

Account Executive European Energy Markets (m/f/x)

enervis is a leading Berlin-based consulting firm specialising in the European energy industry. We support companies in strategic investment decisions and shape the energy policy debate. enervis is expanding its European energy markets team and is looking for an Account Executive. The role will focus on developing sales opportunities and business development around our range of power market valuation products.

Your responsibilities

- Develop sales opportunities across our European power market product range.
- Generate leads and strengthen existing relationships.
- Give demos and prepare pitches to existing clients and new leads.
- Negotiate and close standardised contracts.
- Work closely with our power market consultants and analysts to contribute to new product development and improve our existing services.
- Align marketing activities around our sales strategy: webinars, marketing materials, conferences.
- Own a sales target on which you report to senior management.

Your profile

- Entrepreneurial spirit, problem solver and deal closer, with a positive, creative and innovative mindset.
- Motivated by achieving commercial targets and rewards.
- Sales experience – ideally in the energy industry and/or related to market intelligence subscription services - is highly desired.
- Curiosity and an attitude of a quick learner related to topics of energy markets and energy transition.
- Outstanding written and verbal communication.
- Fluent in English and German.

Our offer

- Our various products and consulting projects offer you the perfect opportunity to enter the energy industry and help shape the energy transition in Europe and beyond.
- With enervis, you will quickly gain an overview of the relevant energy market issues while specialising and developing your skills.
- You will work in interdisciplinary teams in an open atmosphere with flat hierarchies in one of the most beautiful offices in Berlin.
- As a remote-friendly company, we encourage our employees to determine a fair balance between office and remote work individually.
- Company pension plan with above-average employer allowance.
- Generous vacation policy and attractive company fitness offer.
- Catering is also provided: fruit, snacks and drinks are available.

We are looking forward to receiving your application (including your salary expectations) in PDF format to:

recruiting@enervis.de

Please include the job title and the channel through which you found out about the job.



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