

Open Position: Working student/part-time position for business development/ marketing/ public relations (8-12h/week)

About the Company:

Exnaton is a startup based in Zurich, Switzerland, which offers software for building local peer-to-peer energy communities for renewable energy. Our software empowers energy providers to set up energy communities in their distribution areas. Community members can directly buy renewable energy from their neighbors, which makes investing in the energy transition simple and fun! Our software computes smart real-time prices for locally produced energy which make renewable energy financially more attractive. End-users receive an app that maps the sources of their energy, making their electricity consumption more understandable. Visit www.exnaton.com for more information.

Your Role

As a working student in business development, marketing, and public relations, you help us increase our visibility among potential customers. As our business is sold via a B2B2C channel, your tasks involve B2B sales and B2C marketing. Among others, your main responsibilities in this role are the following:

- Support our B2B marketing on different channels: website, trade fairs, social media, events
- Support our active sales outreach to potential customers (B2B)
- Conceptualize and potentially operationalize a B2C marketing campaign
- Collaborate closely with the sales and product representatives in our team
- Support daily operations and help with data maintenance in CRM system

Your Qualifications

We define ourselves by a culture of collaboration and ownership. We're looking for a driven, capable, and thoughtful person to add to our mission. The main qualifications we expect you to have are the following:

- Experience or high motivation for sales/ marketing/ business development
- Basic understanding of key concepts in marketing and sales (e.g., AIDA, 4Ps)
- Experience in customer service / customer communications
- Interest in ICT and sustainability, basic understanding of renewable energy and energy systems

- Pragmatic mindset, make quick decisions, and clearly prioritize on what moves the needle
- Fluent in English and/or German (other languages are a plus, as well)

What We Offer

Our hierarchy is flat and communication is direct, which means that we operate and learn fast, as a team. At Exnaton, you can expect the following:

- Competitive salary
- Virtual office and flexible working hours as we believe in ownership and trust
- Having true impact in a small, innovative team
- Potential to grow into a long-term agreement/full-time position with Exnaton
- Direct collaboration with the founder team

Please submit your application to info@exnaton.com.

We are an equal-opportunity employer and are dedicated to foster diversity. We strongly encourage individuals from groups traditionally underrepresented in tech to apply and intend to consider all applications equally regardless of ethnicity, ancestry, religion, national origin, sexual orientation, age, citizenship, marital status, disability, or gender identity.