

Working Student Business Development (f/m) – Hybrid (Germany)

Who we are.

At Bnewable, we are committed to supporting our Commercial and Industrial (C&I) customers in their energy transition journey.

We invest, develop, and operate sustainable and decentralised energy sources to help our clients achieve their goals. We place great emphasis on customer satisfaction, by simplifying and unburdening them of the complexity of energy, storage, production, and asset management.

We are actively looking for a **Working Student** (20h per week) with focus on **Business Development**, or as we like to call her/him, our BizDev#Bnewie. Our go-to-market plan for Germany includes the launch of an integrated, solar canopy system. We want to explore the product-market fit and identify prospects for it.

The position is initially for students at in their final year of their studies. This position may be a steppingstone to a permanent opportunity within our company. This job allows hybrid work: remote from your home and once a week at our office close to Munich (accessible by S-Bahn).

Your responsibility.

- Identify key prospects and build solid partnerships with them.
- Analyse the up-front complexity of our canopy solution at the prospects site.
- Act as the primary point of contact for our clients and maintain these relations.
- Draft technical and commercial proposals and offers.
- Implement our long-term strategies (Go-to-market) that achieve our growth targets.
- Keep an eye on market, client, and competitor trends to revise and/or update our growth strategies.
- Based on your data driven analysis and insights, you will be able to provide input for Bnewable's Marketing.
- Represent Bnewable at commercial events.

Your profile.

To be successful in this role, you'll need:

- Ambition to work in a young energy start-up with lots of opportunity to learn and grow.
- Native fluency in German and English, both oral and written.
- Advanced progress in completing your university degree in industrial or civil engineering, business administration, or a related field.
- Technical knowledge or expertise about the energy markets (and ideally on batteries).
- Great communication and networking skills.
- Have a good dose of common sense and a focus on delivering results.

(Y)our values.

B.

Entrepreneurs with an "Appetite".
Authentic, proud, and passionate.

new.

We challenge the market. We are transparent.
No dinosaurs. We walk the talk.

able

We dare and get it done.
We know our stuff and are data and technology driven.

B.new.able

Renewable asset owners with a market focus.
We listen to our customers.

So, what are you waiting for?

Are you ready to join a great team whose goal is to make an impact by making the energy transition happen? Please send your CV and a short motivation letter to: Hello@bnewable.com

Cheers,
The Bnewable team or #Bnewies!