



**SOLUTION SALES MANAGER –
E-MOBILITY SOLUTIONS FOR FLEETS /
COUNTRY SPECIFIC FLEET APPLICATION
MANAGER (GER / AUT / CH)
(M/W/D)**

APPLICATION DETAILS

inno2fleet

The venture inno2fleet, part of inno2grid, operates as the end-to-end fleet electrification provider for our fleet customers in different geographies, industries and fleet types. The goal of the inno2fleet venture is to realize our customer's sustainability, cost and electrification targets by providing simple end-to-end e-mobility and charging solutions. Together with Schneider Electric and partners, we develop, deliver and operate innovative solutions, from consulting to implementation and operation. We have a digital and technology mindset, by creating our own technology and tools. The central team is based on the EUREF Campus in Berlin, Germany, with strong expansion plans into key European markets. Our environment enables us to have excellent opportunities to develop promising products and projects for E-Mobility and fleets. We are looking for people with enthusiasm, talent and expertise to join us to attract, manage and support fleet customers in their electrification journey.

Stellenart: Fulltime

Einstiegsdatum: as of now

Ansprechpartner: Jelle Görtz

Team: inno2fleet

Bewerbungsunterlagen an:
bewerbung@inno2grid.com

TIME TO TAKE THE RIGHT DECISION

One team, creators, experts, passionate,
self-driven and fun.

YOUR RESPONSIBILITIES & TASKS:

- Responsibility to start and setup the fleet business per country and identify pilots and opportunities
- Be our fleet-electrification solution-sales expert
- Drive fleet-customer engagement and strategic sales
- Responsible for outbound sales, direct and indirect
- Build a fleet sales pipeline, together with the Schneider Electric salesforce and other strategic partners, as well as in strong cooperation with the central fleet venture team
- Direct communication and transfer of the fleet-venture offer into the country-specific salesforce & ensure change-management processes
- Deep understanding and connections of the local sales organization
- Being the main point-of-contact (SPOC) between the Schneider Electric front-office organization and the central fleet venture organization
- Support and setup the local details of the fleet venture and support the up-scaling into new regions and countries
- Understand and keep track of country launch plans
- Manage and operative quotation to customers (country specific differences might apply)

YOUR PROFILE:

- Extensive knowledge of E-Mobility, minimal 3 years of experience in the field
- Degree in electrical engineering, natural sciences, IT or business administration/commerce with a software- and service focus and experience in e-mobility
- Robust experience in solution-sales
- Strong stakeholder management and communication skills for contact with our customers and partners
- Fluent in German, English and/or French
- Solid E-Mobility know-how
- EV driver and experience of a fleet electrification project by yourself is highly beneficial
- Strong network of E-Mobility leaders and fleet managers

I AM IN CHARGE TO CHANGE

Are you ready to change?
Send us your application to:
bewerbung@inno2grid.com

inno2grid and inno2fleet as employer

We are a driven team and enjoy developing and implementing holistic, customer-specific solutions. inno2grid is a joint venture of DB E.O.C. and Schneider Electric, whose development is shaped by its employees. An employment at inno2fleet offers a job in an innovative venture with a high degree of personal development opportunities, the possibility of self-realization in flat hierarchies as well as the prospect of a long-term and diversified professional perspective. inno2grid relies on personalities who are characterized by entrepreneurial thinking and acting, a goal- and value-oriented mentality and a passion for new things. In addition to the outstanding professional qualifications and competence of its employees, inno2grid relies on their above-average initiative and responsibility, team spirit and flexibility, willingness to perform and motivation. Whether on the beach volleyball court, in the Venture Lab during the break or at the barbecue, it is important to the team to spend time together not only in the office, even if this is particularly beautifully located on the EUREF Campus.

Interested? Send us your application to: bewerbung@inno2grid.com



Flexible

Flexible working hours with the possibility of remote work (depending on job responsibilities)



Mobility Budget

Mobility budget for the flexible organization of your work route



Charging Infrastructure

Charging infrastructure for private use at employee conditions



Innovation

Dynamic work location in several areas of Germany, Austria and Switzerland



International

Being diverse means being us!
International environment