



Sales & Project Manager / Engineer Renewable Energy

This is an exciting opportunity to play a meaningful role in the “Energiewende” (transition to renewable energy).

Autarsys is a Berlin-based manufacturer of containerized energy storage systems (ESS) for renewable energy applications, specializing in hybrid systems. Our technology makes renewable systems more energy efficient and cost-effective, with the capacity to increase the share of renewable energy technically by up to 100%. Autarsys develops on-grid and off-grid projects in all corners of the world. *Find out more at autarsys.com.*

JOB DESCRIPTION

At Autarsys our ESS serve 3 communities of customers for: utility scale; commercial & Industrial (C & I); and rural electrification.

We are looking for someone who is comfortable accepting responsibility over a wide range of sales activities, including:

- **Taking Initiative:** A successful candidate will have a “self-starter” mentality; he/she is expected to regularly update co-founders to address strategic challenges, provide report on status of sales, etc.
- **Identifying & Securing New Clients:** Represent Autarsys and identify potential customers through trade shows and online research; applying to international tenders;
- **Cross-Functional Teamwork:** Collaborate with hardware/software engineers to develop (1) offers to potential customers and (2) oversee projects from ideation to commissioning;
- **Ongoing Client & Project Management:** Serve as point of contact between clients and engineering team; identify issues and implement solutions by evaluating alternative technical solutions;
- **Application of Technical Know-How:** Frame preliminary site designs, prepare SLDs and CAD drawings, generate the technical scope of work, commercial proposal, determine compliance to regional codes, certifications, quality controls and documentation required for tenders;

The job may include some travel.

REQUIREMENTS

- **Experience in Renewable Energy Sector Sales:** Proven track record in B2B sales within the solar, renewable energy industry; preferably in the Energy Storage sector that cater towards the development of micro-grids for rural electrification, hybridization of energy systems in islands, and ancillary grid services for the utility sector;
- **Understanding of Renewable Energy Systems:** Demonstrated experience in the integration of diesel generators, renewable energy sources and energy storage systems with knowledge of batteries, power conversion and grid regulations;
- **Documentation & Modeling:** Excellent documentation skills using Microsoft Office tools including Word, Excel, Powerpoint;
- Outgoing/engaging personality

PREFERED QUALIFICATIONS

- Engineering and/or business degree and background
- Network of contacts in the energy sector
- Experience applying for (energy) tenders
- Experience with project financing in energy sector
- Familiarity with: Power Purchase Agreements (PPAs)
- CAD software; ability to perform microgrid simulation with Matlab/Simulink and / or HOMER, including grid integration with Powerfactory would be a plus
- Financial Modeling: Build business cases for prospective customers within the utility, commercial and industrial, and rural electrification sectors and identify the best technical fit for Autarsys's ESS;

Languages: English (required); German (preferred); French (preferred)

*We encourage all interested candidates
who meet any of the experience and background requirements to apply.*

* Please submit a resume & short cover letter (in body of email) regarding your interests and qualifications to [info \[at\] autarsys.com](mailto:info@autarsys.com) *

We are accepting applications on a rolling basis – early submissions are encouraged.

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Email [info \[at\] autarsys.com](mailto:info@autarsys.com) in case of any questions.

We look forward to receiving your application!