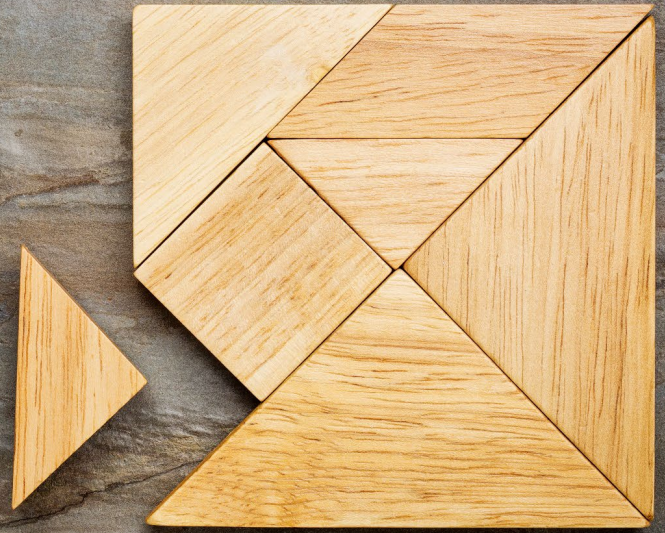


With more than twenty years of experience and over 500 large and medium sized customers, First Climate is among the leading service providers in green energy, climate neutrality and water sustainability worldwide.

To strengthen our team, we are looking for:



## Key Account Manager (m/f/x) Climate Neutral, Green Energy

Position located in Bad Vilbel, Frankfurt/Main (Germany)

First Climate Markets AG is a leading international service provider in carbon and renewable energy markets. As a specialist, we cover the entire value chain from project development to commercialization. With more than twenty years of market experience, we are one of the pioneers in this field. We are firmly established as a leader in our core markets.

In the area of carbon neutrality, green energy and water services for companies, the existing market potential is outstanding, and the development prospects are excellent. To realize this potential, we are looking for you as a new member of our dynamic and international team. You report directly to the head of department.

### Key responsibilities

- You are responsible for the support of existing key accounts in Germany, Austria and Switzerland and optimize the customer relationships via up- and cross-selling.
- You advise and support our customers to achieve their sustainable corporate goal of becoming “net zero”
- You develop proposals for our climate neutral and renewable energy products and services
- You negotiate contracts and prices right up to the conclusion of the contract
- You build up and maintain long-term customer relationships
- You represent First Climate in relevant industries, e.g. Finance, Automotive or Insurance sector

### Specific requirements

- You have successfully completed a university degree or comparable education and have at least 3 years of professional experience with a focus on carbon neutrality or renewable energy either in the industry sector or at a management consultancy.
- You bring skills in client focus, sales and presentation.
- You are a proactive and structured team player with a high degree of responsibility and entrepreneurial thinking
- Proficiency in German and English are essential, any other languages are a plus.

### What we offer

You can expect a well-positioned company in a growing market with a committed, motivated team and flat hierarchies.

Expect good work environment and first-class development perspectives in the field of climate protection.

### To apply

We look forward to receiving your complete application including salary expectations and availability per E-Mail to

[careers@firstclimate.com](mailto:careers@firstclimate.com).

First Climate Markets AG Industriestr. 10  
61118 Bad Vilbel / Frankfurt