



Fusebox is looking for a

Scandinavian Sales Manager

to open new markets

Fusebox is a green tech company that is changing the way the global energy sector functions, and we need your help in doing so.

Our core business is a unique software platform that unlocks the electricity consumers' flexibility and enables the green transition. It lets the consumers save on their energy bills, reduce CO₂ emissions, and the grid to integrate renewables and better balance the power. What makes us truly unique is that we don't charge our customers and actually pay them to use the platform.

As a Scandinavian Sales Manager, you will play a key role in supporting Fusebox's goals in the region. It is up to you to devise and execute a winning sales strategy that lets us open the local markets for us.

With a strong product and even stronger demand from the market, your table will always be full of sales leads and work.

Responsibilities

- Creating and executing our business strategy in the Scandinavian market
- Identifying and closing new sales leads and cooperation partners
- Hitting our market-based sales targets
- Creating and managing a client database
- Tracking and optimizing your activities with key stakeholders

You are the perfect match for the role if you have

- More than 2 years of experience working in a high-growth company in the energy or real estate sector
- More than 2 years of experience working in or leading a sales team
- An understanding of doing business internationally and operating in a cross-border environment
- A highly successful track record in sales
- Fluency in English and either Danish or Swedish is a must

What to expect in Fusebox

- The fast pace and flexible thinking of a startup
- Support from a highly motivated team of professionals
- Busy days full of challenges
- High autonomy and a chance to make your ideas come true
- Motivating compensation package including flexible working hours, extra vacation week from 2nd year, sports and health compensation, and top-notch IT coverage
- Training and development possibilities.

You can either join us in our comfy office in the Ülemiste City in Tallinn or create your own local base - it's up to you.

Please send your CV and a short motivational letter illustrating how you see yourself as the best fit for our team. Applications will be reviewed on a rolling basis, so don't miss out and apply immediately.

If you have any questions, then please turn to our COO Dagmar
dagmar@fusebox.energy