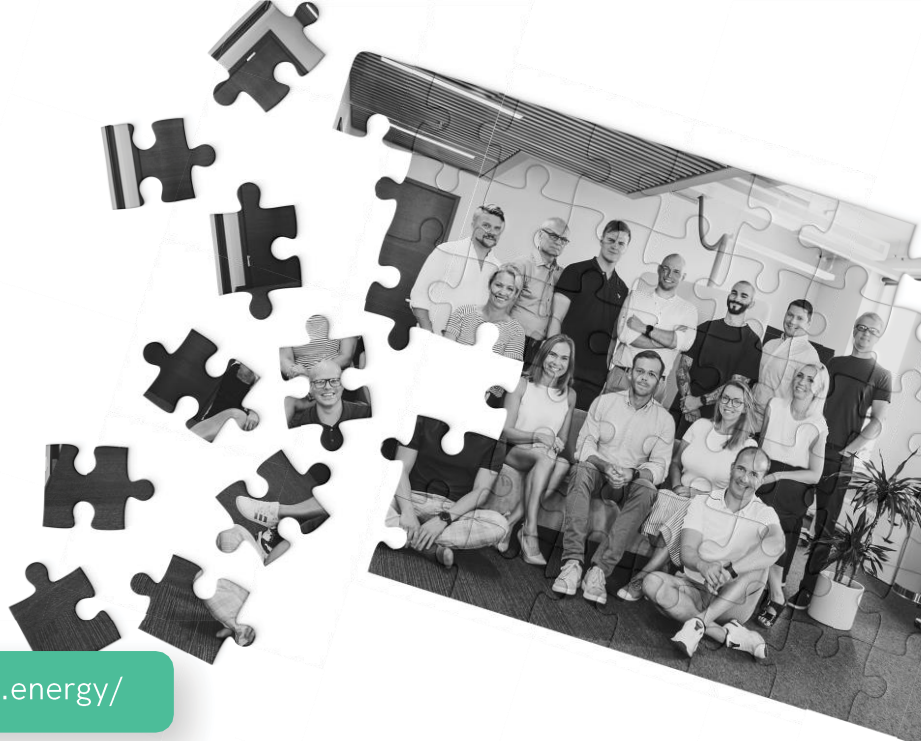




## Partnership Manager (FIN&SWE)

Fusebox Energy is a fast-growing start-up company, disrupting the energy sector globally.

Check more info here: <https://fusebox.energy/>



We are looking for Partnership Manager for Finland and Sweden markets to make electricity systems leaner and cleaner.

**As our Partnership Manager, you will identify our partners in Finland and develop long-lasting cooperation, including those still unaware of Fusebox benefits, and helping them to contribute to a greener society and earn revenue without interrupting their core business.**

### Responsibilities:

- Developing and maintaining our business development strategy in the Finnish and Swedish markets
- Taking primary responsibility for the execution of agreed business activities
- Achieving growth and hitting sales targets to ensure the rapid growth of the Fusebox business in the Finnish and Swedish markets
- Meeting clients and partners online, over the phone, or on sites
- Tracking, reporting, and optimizing the performance of activities
- Participating in the process of finding and developing new technologies and solutions, gathering feedback and input from the partners and customers, and delivering it to our team

### Qualifications:

- Worked in a high-growth organization
- Higher technical education
- Worked in sales teams for more than 5 years
- Understanding of Finnish, Swedish, and international business and the challenges of operating in a cross-border environment
- Track-record of excellent results, and
- Fluency in English, Finnish, and Swedish

### Benefits:

- You'll be part of the team establishing our company as a leading market force, developing and maintaining effective working relationships inside and outside the company
- Busy days full of challenges
- Highly motivated team of professionals
- Autonomy and open floor for ideas and suggestions to make the growth real
- Motivating compensation package including flexible working hours, extra vacation week from 2nd year
- Training and development possibilities as a standard of normality

Please add 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 please do not hesitate to apply ASAP

[info@fusebox.energy](mailto:info@fusebox.energy)