

Junior Sales & Market Development Specialist, DACH

Stellenanbieter: Nvalue AG

Introduction

We are looking for a highly motivated Junior Sales & Market Development Specialist with excellent interpersonal and communication skills and a strong willingness to develop expertise in energy and environmental markets – the successful candidate should demonstrate intellectual curiosity, commercial aptitude, discipline and the ability to rapidly acquire knowledge of European policies, market dynamics and Nvalue's solutions. The role combines business development, client engagement, market intelligence and commercial execution. The candidate will be expected to prospect new clients, conduct cold outreach, manage opportunities rigorously through the CRM, support existing clients and progressively contribute to market-facing activities such as webinars, presentations and commercial content. Market coverage will primarily be organised by language and geography, while product training and commercial responsibilities will be assigned transversally across Nvalue's energy and environmental market solutions, including carbon emission allowances, Energy Attribute Certificates (EACs), carbon foot printing and climate advisory projects, and voluntary carbon credits.

Responsibilities

Business Development & Prospecting

- Identify and qualify potential clients in the assigned geographic and linguistic markets.
- Conduct outbound prospecting activities, including cold calling, email outreach and follow-up.
- Develop new commercial opportunities across Nvalue's energy and environmental market solutions.
- Support senior team members in the development of strategic accounts and new market segments.
- Participate in client meetings, industry events and business-development initiatives.
- Contribute to expanding Nvalue's commercial network in the assigned market.

Client Management & Commercial Execution

- Develop a strong understanding of client needs and progressively learn how to match them with appropriate Nvalue solutions.
- Support clients throughout the commercial process, from initial contact to proposal and followup.
- Prepare commercial presentations, proposals and supporting materials.
- Ensure timely and professional follow-up of leads and opportunities.
- Progressively develop the ability to independently manage commercial relationships

and assigned accounts.

CRM & Sales Discipline

- Maintain accurate, complete and up-to-date CRM records.
- Manage opportunities systematically through the sales pipeline.
- Record client interactions, next actions and relevant commercial intelligence accurately.
- Support sales reporting, pipeline reviews and commercial forecasting.
- Follow internal sales processes consistently and contribute to data quality across the commercial organisation.

Market Development & Knowledge Building

- Develop a working knowledge of DACH and European energy, climate and environmental policies relevant to Nvalue's activities.
- Follow regulatory and market developments and identify potential commercial implications.
- Build knowledge of Nvalue's products, services and underlying markets through internal training and independent study.
- Develop cross-product commercial knowledge and progressively assume responsibilities across Energy Attribute Certificates (EACs), carbon emission allowances, carbon foot printing and climate advisory projects, and voluntary carbon credits.
- Support the preparation of webinars, presentations, market updates and other client-facing content. * Contribute to market intelligence and the identification of emerging client needs, regulatory developments and new commercial opportunities.
- Travels as required for client meetings, events and business-development activities.

Qualifications

Required technical knowledge and expertise

- University degree in Engineering, Economics, Law, Business, Sustainability and Environmental Sciences.
- Genuine interest in European energy, climate and environmental policies and markets.
- Strong digital literacy and ability to work with CRM systems and standard business tools.
- Excellent written and verbal communication skills.

Nice to have

- One to two years of professional experience in renewable energy, carbon markets, environmental markets, sustainability, commodities or a related field.
- Previous exposure to B2B sales, business development, client-facing activities including commercial and market-related content presentation, such as webinars and market research.

- Familiarity with EU climate and energy regulation and CRM systems.
- Experience in international and multicultural working environments. Soft skills
- Strong intellectual curiosity and learning mindset, with a demonstrated ability to understand complex commercial, regulatory, and technical topics, coupled with a willingness to independently study markets, regulations, and product-related topics.
- Excellent verbal communication skills and confidence in telephone-based prospecting and cold outreach.
- Commercial drive combined with a genuine client-service mindset.
- Rigorous and disciplined approach to activities tracking and commercial follow-up.

Other requirements

- Flexibility and willingness to travel (driving licence is required).

Language skills:

- Standard German (Hochdeutsch) – mandatory - native level with full professional fluency and the ability to conduct and maintain commercial relationships with German clients.
- Fluent English.
- Knowledge of additional European languages, particularly Italian or French, will be considered an advantage.

The Opportunity

- A dynamic and supportive work environment offering the opportunity to develop a broad crossproduct knowledge across carbon emission allowances, Energy Attribute Certificates (EACs), carbon foot printing and climate advisory projects, and voluntary carbon credits.
- A multicultural and international team providing the opportunity to exchange ideas, ask questions and grow alongside experienced colleagues.
- A market-development role with clear geographic and linguistic ownership, while product training and commercial responsibilities remain transversal across Nvalue's solutions.
- Opportunity to progressively build and manage a client portfolio and increase commercial autonomy, moving from prospecting and lead qualification towards greater responsibility for client relationships, commercial opportunities and market development.

Application Information

If you are ready to take the next step in your career and contribute to the success of NVALUE AG, we encourage you to apply for the Junior Sales & Market Development Specialist role. We look forward to hearing from you! Please send your CV to jobs@nvalue.com.

Bewerbungsschluss: 25.11.2026

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