

# Graduate Position - Junior Account Manager (m/f/d)



Please apply here: <https://enmacc.jobs.personio.de/job/400818>

## YOUR MISSION

Are you looking for an entry job after graduating from university? A large corporation bores you, and you want the excitement of a startup? Then we have a great opportunity for you.

We are looking for ambitious graduates to support our commercial teams in its go-to-market. Your mission will be to bring enmacc to potential new customers and develop these customers into happy customers.

## YOUR RESPONSIBILITIES / WHAT YOU'LL DO

- Client Management
  - Be responsible for and work closely with our existing portfolio of large international trading customers (e.g., utilities, trading houses, oil majors) and develop trusted relationships to engage them in the use of the platform
  - Acquire a thorough understanding of their needs and requirements to develop joint opportunities with our existing customers based on their needs and our platform developments
  - Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
  - Ensure high customer satisfaction and retention in collaboration with our Customer Success team by identifying and resolving issues and driving engagement
- Customer Acquisition
  - Play an integral part in the continuous growth of our platform
  - Work closely with our senior management to identify and acquire relevant international trading customers
  - Continuously manage opportunities through the funnel, from identification to closing
  - Be an ambassador for enmacc to existing and potential customers in events such as fairs and conferences
- Voice of the customer
  - Act as a link between our existing international trading customers and internal departments such as Product Development by delivering concise customer feedback.

## YOUR PROFILE / WHAT YOU'LL NEED

- Completed a bachelor's or master's degree in business, economics, industrial engineering or related field; specialisations in entrepreneurship or energy preferred
- First work experience from internships/as working student; ideally in a client-facing role in a startup, energy company or related

- You are a people person and are fast in creating trusting relationships
- You have genuine interest in digital products
- You have an affinity to work in a startup
- Fluent in German & excellent written and spoken English

## OUR OFFER / WHAT YOU'LL GET

Why do people join enmacc? Our employees tell us: our team is unique, and it's awesome to work with us. But there are other reasons to join us:

- Joining an international grown-up start-up in the SaaS field, with modern office spaces in the heart of Munich
- An entrepreneurial company culture with flat hierarchies
- Attractive, competitive salary
- Working from home & flexible work times
- You get 28 days of paid vacation, including 2 days off in christmas and new year
- Annual budget of up to € 2,000 and up to 5 level up days to use as paid training days
- Fitness Bonus and special fitness deals
- Team events such as Oktoberfest, annual offsite, end of the year parties and more
- High class hardware and software
- Dog-friendly office
- Very diverse team:
  - Female: 37% / Male: 63%
  - Germans: 43% / Internationals: 57%

## About us:

enmacc is the fastest growing digital OTC energy trading platform in Europe and digitizes professional energy trading from start to finish. Market participants gain speed, efficiency and security. More than 380 companies and over 1,700 active traders already use the constantly growing enmacc network of energy suppliers, industrial companies, energy trading houses and municipal utilities for trading electricity & gas. All customers can benefit from more market opportunities, liquidity and new business potential.

enmacc is the independent and largest RFQ platform for trading of standard and non-standard energy products in Europe.

We do everything we can to facilitate the daily work of energy traders and portfolio managers and help them to focus on the things that really matter to them.

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