



## To support our team in Zurich we are looking for a Senior Sales Manager (f/m/d – 100%)

Climeworks empowers people to reverse climate change by permanently removing carbon dioxide from the air. Our vision is to inspire 1 billion people to be climate positive.

We develop, build and operate direct air capture machines that remove carbon dioxide directly from the air. The air-captured carbon dioxide can either be recycled and used as a raw material, or completely removed from the air by safely storing it.

We are an international team with diverse backgrounds. What unites us is our determination to build a climate-positive world. Want to help us achieve that?

### Your responsibilities

- You take our business development teams' Carbon Dioxide Removal business models as well as products and make them fly, Europe-wide.
- You win over corporate customers, keeping them delighted and coming back for more.
- You play a key role in helping us grow Climeworks, by establishing us as market leader in Carbon Dioxide Removal.
- You pitch ideas, products, visions with authenticity and know exactly who to target to firmly anchor Carbon Dioxide Removal in customer thinking.
- You keep a close eye on strengths, weaknesses and market trends, keeping us updated & adjusting your pitch accordingly.
- You work in close collaboration with business development, marketing and product development.
- You showcase Climeworks at events worldwide to further expand your network of future-thinking customers.

### Your profile

- You have 5+ years' sales experience either for consumer goods or corporate services.
- You are passionate about climate science and sustainability.
- You're brilliant at customer service and feel at ease explaining complex concepts.
- Inspiring others is what pushes you forward.
- You are fluent in both German and English. Additional European languages are a plus.
- You think systematically and are solution-oriented.
- You are a proficient user of Microsoft Office, CRM & ERP.
- You are open to ~25% travel.

Are you interested? Then please fill in the online application form and upload your complete dossier to our careers portal: <https://www.climeworks.com/careers>. Feel free to give us a call on +41 44 533 29 99 if you have any questions.