



Sales Representative / Product Developer

atmosfair is a non-profit company for climate protection in air transport under the auspices of Klaus Töpfer, former Executive Director of United Nations Environment Programme. Our customers pay climate contributions to offset emissions from air travel. These climate contributions are used to finance renewable energy projects in developing countries that reduce greenhouse gases. Besides project funding, we develop and sell software for carbon footprinting and travel avoidance (substitution through video conferences). Our customers are tour operators, travel agencies, companies (business travel), NGOs and individuals.

For the extension of our customer base, we are looking for a sales representative / product developer, preferably with a background in natural science, economics, engineering or informatics, to join our team in our Berlin office as soon as possible. We offer a full-time position with a wide range of interesting and challenging tasks in an exciting and growing company.

Tasks

You will be responsible for national as well as international sales, particularly for the acquisition of new customers and the development of new distribution channels for our climate protection products. You plan and supervise all sales activities and implement strategies in your own responsibility in coordination with the board of directors. You will be responsible for the further development of our software products in close cooperation with our programmers. Depending on your success, you will expand your team.

You are familiar with national and international climate policy and you develop sales activities in accordance with atmosfair's environmental integrity standards. You actively communicate these standards to media, customer and partners. You prepare and design promotion material like presentations, brochures and annual reports with common software that you are familiar with.

Profile

You should have long-term experience in sales and product development and a strong background in the field of environment and climate protection. Basic knowledge in programming and data processing and web-based IT help you to become familiar to the existing IT-System and to instruct programmers for the development of our software products.

Your scientific and economic skills help you to understand the approach to calculate greenhouse gas emissions. You plan and calculate projects results-driven and along commercial lines. Your strong communication skills help you to convince customers and sales partners from atmosfair. Your German and English communication skills are excellent. Additional languages are an asset.

Application process

Please send your full application with indication of your salary requirements to

Haller@atmosfair.de

Subject: Application Sales Representative

Deadline: 30th of July 2008

All documents must be packed into one, unzipped pdf-attachment carrying your name. Please indicate in your cover letter how you have learned from this position.

Interviews will take place in Berlin shortly after the deadline. Short listed candidates will be contacted by Email.

www.atmosfair.org