
Business Development Representative (f/m/d)

Full-Time – Berlin/Remote – Entry Level

| Who we are

We are RiDERgy, an AI-powered B2B energy management company for electric fleets, founded in 2022 in Berlin. We are at the forefront of a critical global industry and directly impact climate change with our solution. Our software automatically schedules bidirectional charging times for the lowest electricity and grid costs, leading to savings of up to 80% with the greenest approach. We closed a major deal with one of the largest private charging point operators in Germany and are now further expanding our international team and business in the upcoming months. Want to join the electrifying ride?

| What you'll do

- Qualify and prospect potential clients across Europe using in-house outreach methods
- Conduct appointments with clients to see if our services are a good fit
- Prepare client materials to effectively communicate RiDERgy service advantages
- Explore partnership opportunities with solution providers to increase our market reach
- Support the commercial team with day-to-day tasks and processes

| What you bring

- You bring first experiences in a highly dynamic environment such as Consulting, Investment Banking, Venture Capital or a high-growth startup
- You are a flexible generalist, solution-oriented, pragmatic, proactive, with a hands-on mentality
- You are proficient in Excel, and PowerPoint and have a willingness to adapt or integrate other digital tools
- You are passionate about EVs and/or climate tech; charging infrastructure, mobility or electricity background is a big plus
- You show strong analytical and communication skills
- You love to speak directly with customers, partners and investors
- You have an excellent academic background in Economics, Industrial/Energy Engineering or a related field
- Native German and English proficiency is a must, any other European language is a plus

| What we offer

- You are a key part of a young, diverse and developing team in one of the fastest-growing markets
- You significantly help to move the world to a better place
- You contribute to shape a company early on and experience strong growth
- We would love to work with you in Berlin in one of our co-working facilities but also support a partial or full remote setup
- We offer flexible working hours and competitive compensation
- You will participate at high-level accelerators such as the AI Campus Founders – the biggest AI campus in Europe, and TotalEnergies On
- We have a flexible contract setup if you are still enrolled at a University
- Our values: Enthusiastic. Empathetic and team player. Curious. Passionate about energy and mobility sustainability. Driven, result-oriented, proactive and persistent. Transparent & trustworthy.

Join us in revolutionising energy management for EV fleets!



 | **How to apply**

- Submit your CV, letter of motivation and any further document strengthening your application to contact@ridergy.com