



Andreas Lehner

Climate business developer · Partnerships, pipeline and narrative · Fractional CCO

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PROFILE

I turn senior introductions and inbound interest into signed deals; I've done it for climate companies since 2014. At Trine, which I co-founded, we persuaded 12,000+ retail investors to put €100M+ into solar in emerging markets, a sale built on story as much as numbers. Since January 2024 I've run commercial at AMMP as fractional CCO: doubled the customer base, rebuilt the HubSpot pipeline, and led the 2026 launch campaign for Ray, our AI agent.

I've worked fractional since 2021 and know how to own a pipeline on two or three days a week. Author of *Mind Your Money*, a guide to sustainable investing.

€100M+

raised from 12,000+ investors

2×

customer base at AMMP

2,000+

qualified leads generated

12 yrs

selling climate solutions

CORE SKILLS

Business development: pipeline building, lead qualification, proposals and pricing, partnership deals, follow-up through to close

Narrative and content: launch campaigns, video, LinkedIn and Canva content, investor and sales materials, public speaking and teaching

Relationships: senior and institutional partners (DFC, Sida, African Guarantee Fund), dormant-account revival, founder and investor networks

Systems: HubSpot (CRM workflows), Apollo, Lovable, Claude, Zapier; I build the tools my pipeline needs

EXPERIENCE

Fractional Chief Commercial Officer | AMMP Technologies

Jan 2024 – present

Amsterdam (remote) · Climate SaaS that monitors solar and storage at 10,000+ sites in 35+ countries

- Doubled the customer base with a targeted GTM plan; generated 2,000+ qualified leads through digital channels.
- Revived 15+ dormant partner accounts and turned them into live pipeline.
- Built HubSpot workflows that cut sales admin by 40%; keep the pipeline current and reviewed.
- Write and price proposals for prospects on four continents, from South Korea to Australia, Brazil and Africa; set a simple tiered price model with a €20k minimum contract.
- Led the 2026 launch of Ray, AMMP's AI agent: concept, live-action and animated launch video, homepage and sales messaging, with Portuguese and Spanish versions.
- Built Tender Radar, an AI tool that scans six procurement sources (World Bank, TED, UNGM, AfDB, GIZ, ReliefWeb), scores each tender and posts strong matches to Slack.
- Set the GTM focus on South Africa, the US and Brazil; onboarded our LatAm sales manager and led a SCADA RFP response for a Brazilian client.

Fractional Chief Operating Officer | Sánate

Nov 2023 – Jul 2025

Barcelona

- Built the tech stack in-house, including video calls and automated client onboarding.
- Launched a B2C marketplace that practitioners join plug-and-play; set up revenue, support and ops processes.

Co-founder & COO/CEO | Climate ventures incl. Powerblocks

Nov 2021 – Nov 2023

London & Barcelona

- Founded three climate ventures; picked for Carbon13 (Cohort 4) from 3,000+ applicants.
- Signed MOUs worth €5M+ in project co-funding with strategic partners.

Gothenburg

- Grew a solar-investment platform to €100M+ from 12,000+ retail investors; led the Series A raise and investor materials.
- Built partnerships with DFC, Sida and the African Guarantee Fund for co-financing and risk cover.
- Sourced €200M+ dealflow; ran due diligence on 100+ solar projects (€60M+ deployed).
- Scaled the team to 30+ across three countries; cut portfolio default below 2% through a loan restructuring program.

Startup Coach & Lecturer | Independent

Nov 2021 – present

- Coached 50+ founders at Techstars, Newchip, Beko Global and Startup Bootcamp on fundraising, GTM and scaling.
- Teaching faculty at Toulouse Business School, UAB and CIEE; courses on social innovation and entrepreneurship.

EDUCATION, WRITING & LANGUAGES

- **MSc Sustainable Energy Systems**, Chalmers University of Technology (2012–2014, with honours)
- **BSc Energy, Transport & Environmental Management**
- **Training:** Venture Deals (Techstars & Kauffman Fellows); LSE Sustainable Economics Summer School
- **Author:** *Mind Your Money – A Practical Guide to Sustainable Investing*
- **Languages:** German (native), English (C1), Swedish (C1), Spanish (B1)