

KEY ACCOUNT MANAGER / SALES ENGINEER (ENERGY / IOT)

FULL-TIME POSITION

SINGAPORE OR FRANCE

COMPANY INFORMATION

BeeBryte is using artificial intelligence, IoT and Blockchain to get commercial buildings and factories to consume electricity in a smarter, more efficient and cheaper way while reducing carbon footprint.

Our software-as-a-service is minimizing utility bills with automatic control of heating-cooling equipment (e.g. HVAC) and/or batteries. Based on weather forecast, occupancy and energy price signals, BeeBryte generates up to 40% savings.

We have offices in Singapore & Lyon/France. BeeBryte was initially accelerated by Intel and one of its shareholders is CNR (the largest renewable energy producer in France).

Our mission is to empower customers to gain access to cheaper, cleaner and smarter energy by re-inventing the electricity future with both digital and business model innovations.

Come & join us!! www.BeeBryte.com

POSITION AND JOB INFORMATION

We are recruiting for both our Singapore & French office, 2 Key Account Managers or Sales Engineers specialized in building energy optimization and HVAC systems.

You'll report to the head of Sales in France and the Singapore country manager. You will work with various teams in different locations, time zones and cultures. Your main responsibilities will be:

- increase sales by acquiring new customers
- develop the commercial strategy in Singapore
- identify targets and reach out to facility managers, decision-makers in industries such as food & beverage, logistics etc, and utilities
- collect key information about market trends and competition
- create marketing & sales documents and pitch the proposed solution/service
- conduct site survey, identify operational constraints and assess technical/economic feasibility
- coordinate work with vendors, subcontractors, internal technical team and the client
- prepare commercial proposals and negotiate contracts up to signature
- manage customer relationship and after-sale service
- report activities to management and manage pipeline process in CRM
- represent BeeBryte at trade shows and speak at conferences
- participate in writing grant and/or funding applications

QUALIFICATIONS

You have a dual degree in Business & Engineering and B2B experience selling technical solutions in the software / energy management industry.

You have a solid network and can demonstrate access to decision-makers in large companies including in the Food & Beverage, warehouse distribution center and logistics market segments.

You have a good ability to understand business issues, develop relevant technical solutions to respond to customer needs.

You understand how BMS & HVAC systems work and can discuss with the facility managers how to interface our solutions with their specific setup.

You are analytical and very familiar with new technologies such as artificial intelligence and IoT.

You have grit and the energy it takes to build a sales pipeline.

You are curious and an excellent listener, can identify opportunity, customize your sales pitch, bond with customers and close deals.

Fluency in English is essential for the position in Singapore and French for the position based in Lyon

You are ambitious and have high level of written expression, oral and interpersonal skills.

You are allowed to work in France or Singapore.

WHAT WE OFFER

If you choose to come and work for us, we will offer:

- a welcoming and inclusive environment
- extensive development opportunities

You will work in the artificial intelligence field applied to the energy sector, join a fast-growing start-up and be part of its spearheading team, quickly take on responsibilities, learn and be a source of proposal.

HOW TO APPLY?

Please send:

- your cover letter;
- an updated CV;
- your availability date;
- your salary expectations.

To: frederic.crampe@beebryte.com

Applications without cover letter will not be considered

Make sure you indicate why you want to join BeeBryte and why you think we should hire you.

Only shortlisted candidates will be contacted.