



# CLEANWATTS IS RECRUITING!

Cleanwatts is looking for a **Business Developer (C&I)**. Are you the one?

[Apply Here](#)

Cleanwatts is a cleantech company on a Mission to simplify, amplify and accelerate energy decarbonization for businesses and communities around the world. Our clients call upon us to improve their energy efficiency performance and to increase their access to affordable clean energy. We believe everyone should be involved in addressing the energy transition challenge effectively and democratically. Our solutions are designed to broadly distribute the benefits of smart and locally sourced renewable energy.

Building on the company's successful track record of delivering energy efficiency services through a proprietary suite of advanced energy management platforms, Cleanwatts is now providing affordable clean energy by originating and managing Renewable Energy Communities with no initial investment required by participants for the infrastructure and technology. In short, Cleanwatts brings together smart technology, human expertise, and financial capital to deliver zero capex solutions, where clean energy as a service is offered to households and enterprises in local ecosystems such as business parks, industrial parks, transport hubs and shopping districts.

Cleanwatts is seeking a Business Developer that share the passion for a sustainable world and has strong knowledge about Energy Efficiency solutions. If you want to lead the commercialization and deployment of novel technology solutions addressing climate change and want to experience working in the fields of Energy Transition, Energy Flexibility, Energy Communities, Energy Markets, VPP, DSM, Demand Response and Smart Grids this opportunity is for you.

**If you are motivated by Our Mission and if you have the talent Cleanwatts is looking for this position, please send us a Motivation Letter and CV with the reference BD\_C&I\_2022 to: [careers@cleanwatts.energy](mailto:careers@cleanwatts.energy) .**

### Key Responsibilities:

- Identify potential clients in the target market and complete appropriate research on the prospective client's business and solution needs
- Develop a sales growth strategy focused both on financial gain and customer satisfaction
- Build a short/medium/long-term sales pipeline in accordance with targets
- Promote the company's Energy Efficiency, Energy Management & Renewable Energy Solutions addressing or predicting clients' objectives
- Nurture and develop relationships with existing and prospective clients
- Partner with tendering and pre-sales teams to create contract-winning proposals for existing and prospective clients
- Negotiate contract terms with clients and communicate terms to stakeholders
- Collaborate with project managers to ensure contracted solution specifications are executed on-time and as agreed





## Business Developer (C&I)

- Become a subject matter expert on our business products, processes and operations, and remain up to date on energy industry news and future trends

### Requirements

**The right candidate for the position of Business Developer (C&I) should possess the following qualifications:**

- BSc or MSc on Electrical Engineering, Mechanical Engineering, Business administration, sales or relevant field
- +5 years proven working experience as a business development manager, sales executive or a relevant role
- Successful track record in B2B sales and negotiation
- Must have excellent verbal and written communication skills
- Must have time management and planning skills
- Must have critical thinking and problem-solving skills
- Experience in customer support is a plus
- Ability to deliver compelling presentations
- Be proficient in English

### Values:

“Be the change you want to see in the world”. Besides the commitment to Cleanwatts’ Mission, Our Values are a priority when recruiting new Team Members: Integrity & Curiosity; Commitment & Agility; Humility & Collaboration; Accountability & Responsiveness.

The Cleanwatts Group is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability or gender identity. We believe that by leveraging the diverse backgrounds and perspectives of our people, Cleanwatts creates a better place to work and a better business partner to our clients.

For information on how Cleanwatts will treat your personal data, please consult our privacy policy available at: <https://www.cleanwatts.energy/privacy-policy>.

