

Business Developer at Energy Save

PLATS

Göteborg

SISTA ANSÖKAN

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Do you want a role where you grow and develop with the company? Do you want to contribute to the green transition? Energy Save is in a phase of rapid expansion in a market with high demand. We are now looking for someone who wants to work as a Business Developer for our commercial property solutions in an organization on an exciting growth journey!

Business Developer – The role

We are looking for someone who wants to grow with us during a period of strong expansion. As a Business Developer at Energy Save, you will play a central role in finding new ways of working and customers for our property solutions, increasing brand awareness, generating demand, and driving sales. Your role involves analyzing market trends, collaborating with other functions in the organization, and building strong customer relationships. In addition, your main tasks include:

- Developing and implementing strategies to increase the company's presence and market share.
- Conducting market research to understand customer needs and translating them into product development initiatives.
- Identifying and establishing partnerships in the energy and climate sector.
- Negotiating and closing deals with potential partners and distributors.
- Setting and tracking sales goals and budgets.
- Participating in the product development process and contributing to product positioning and differentiation in the market.
- Visiting customers and partners in other locations and participating in trade shows.

Qualifications

To fit into the role of our new Business Developer, you value strong collaboration with colleagues and good relationships both internally and externally with customers and partners. You have experience and a

strong ability to negotiate in the establishment of new customer relationships. You enjoy working independently and are driven to create business. With a creative perspective, you approach challenges and see solutions and methods that contribute to a positive result. You have a good ability to understand and analyze trends, thus contributing to the development of Energy Save.

Furthermore, you have:

- A bachelor's degree in sales, marketing, engineering, or a related field (a master's degree is advantageous).
- Experience in sales/business development in the technology and energy sector or similar industries.
- Good communication skills and negotiation competence.
- Proficiency in Swedish and English (proficiency in other languages is advantageous).
- A valid driver's license.

What can we offer you?

As an employer, we offer a flexible workplace where, together with your manager, you find a balance between work and leisure. We offer the opportunity to work from home, based on the office in Alingsås, as we believe in the collegial exchange in the workplace. You get freedom and great personal responsibility to shape the work forward with good support from your manager and colleagues within the organization.

About Energy Save

Energy Save specializes in the development of cost-effective, high-performance, and innovative heat pump systems. The company was founded in 2009 and has offices in Alingsås, as well as in Norway and Slovenia. Our brand is established in 30 European markets with a historical sales record of over 20,000 air/water heat pumps. We focus on the heat pump technology that is growing the fastest - air/water heat pumps.

Despite significant expansion in recent years, the company spirit is like that of a small company – familiar and unpretentious, where everyone pitches in and helps where needed. Ideas and initiatives are encouraged, and a personal drive to develop is highly valued. We have a great work culture with friendly colleagues, where we share challenges and successes to move forward together.

Application

Does this sound interesting? We hope so!

In this recruitment we collaborate with the recruitment agency MTRecruit. If you have any questions please contact recruitment consultant Martina Träen, martina@mtrecruit.se. Please apply through www.mtrecruit.se . We accept applications continuously. Welcome!