

UK & Ireland Business Developer – Innovation & Energy Efficiency

Do you want to lead the business development on the UK & Ireland market, and more widely internationally, of a company at the forefront of innovation, in a booming market and at the heart of a dynamic team?

Smart Impulse is looking for a Business Developer to lead the sales development on the UK & Ireland market and on other international accounts!

MISSION

Reporting to the Head of Sales, you are part of a team of 7 people and working closely with the CEO and the operations team. You will be in charge of developing our portfolio of leading energy service providers in the UK and Ireland and manage sales opportunities. Your main missions will be:

- Developing business relationships with the key stake holders of the leading energy service providers and sign partnerships to deploy the Smart Impulse solution across their business units
- Developing business relationships with the sales and operational teams of our partners to identify sales opportunities
- Managing sales cycles from A to Z
- Managing the network of partners to generate sales opportunities continuously and identify opportunities to upsell services
- Taking part in tradeshow and events to identify new partners and clients
- Sharing with the team partners and clients feedback to adjust the sales approach and sales tools (sales collaterals, content marketing, etc.)
- Monitoring your sales actions and pipeline using our CRM and report your activity to provide visibility

COMPANY

Smart Impulse is an innovative and fast-growing company, founded in 2011, which aims to revolutionise the world of energy management. Smart Impulse has developed a new generation electricity meter that identifies the consumption of each type of equipment in a building. This information is then used by building managers to target and monitor energy savings. Today, Smart Impulse is a young and dynamic and multi-cultural team of 50 people located in Paris (19th arrondissement). More information on www.smart-impulse.com.

The advantages of Smart Impulse: a young, dynamic and eco-responsible team, passionate about innovation and driven by the challenges of energy efficiency. Regularly: team buildings, conferences, football matches, surprises by our Party Committee. Join the adventure!

CONDITIONS

CDI, as soon as possible. Salary depending on candidate's profile. Headquarters based in Paris France, but possibility to work from the UK with frequent visits at the headquarters.

PROFILE

- **Experience**

You have between 5 to 10 years of B-to-B sales development and/or sales channel management, ideally with large accounts. You know how to manage a complex sales cycle. You have an interest in innovation and the energy sector. Knowing the commercial building market and the energy services ecosystem in the UK and Ireland is beneficial.

- **Know how**

- You have excellent interpersonal skills, you are autonomous, curious, responsive and well organised.
- Sales development: you are able to develop business relationships from scratch with people with different position including high level executives, and manage sales cycles from lead generation to the closing of a deal.
- Sales channel management: you are able to create strong and long term business relationships with different people within our partners' organisation.

- **Languages & culture**

You speak and write a perfect English (preferably British English). You like to work in international multi-cultural teams. A good level in French could help your integration with the team that is based in France.

- **Education**

Bachelor's or Master's degree in business or engineering.

HOW TO APPLY

To apply, please send an e-mail to talents@smart-impulse.com by including a CV, a cover letter and any questions you may have.