



VACANCY FOR BUSINESS DEVELOPMENT INTERN

PHYSEE introduction

At PHYSEE, we have a thorough believe in sustainable innovation without compromise. Innovation which brings added value for our customers, without compromising on aesthetics, technology, or costs. Holding on to this belief has led us to designing and producing the world's first fully transparent, energy generating windows. The market has acknowledged these efforts, making us one of the 30 most promising tech pioneers worldwide, and one the most promising start-ups in the Netherlands.

Job introduction

Due to a rapidly increasing amount of requests from potential customers, we are looking for someone who can strengthen our team in terms of tendering, sales and marketing. We need someone who's technically able to take ownership of our sales process, for example who knows how to read construction drawings and who can assist in making solar cell performance calculations. This helps us to change the perspective of our clients, and ultimately this helps us to expand our company internationally.

Are you eager to learn more about products, do you get energy from talking to clients and do you have a combination of strong analytical skills together with strong operational skills (to optimize the supply chain process for different tenders / projects)? Than please read below job description and reach out to us!

Job description

Sales Engineer - Intern: Serves our clients by identifying their needs; technically assists in tender process; assist in optimizing our supply chain

Department: Business Development

Planned start date: July 2017

Planned duration: 3 – 6 months

Key capabilities:

1. Technical background (familiar with construction drawings and calcs)
2. Sales driven (Dutch is advantage)
3. Good marketing skills
4. Supply chain knowledge

Sales Engineer – Intern skills and qualifications:

Problem solving mindset, eager to gain technical understanding of our product, creative, interest in sustainable innovations, selling to customer needs, well maintained presentation skills and verbal communication skills

Job duties:

- Provides technical and engineering information by answering questions and requests by our clients during the tender process
- Prepares technical feasibility studies and cost estimates for PowerWindows and SmartWindows
- Able to maintain our client base, high level of awareness that you are representing our company to our clients
- Finding optimizations in our business case by analyzing cost-benefit ratios of our products in several customer environments
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and trends in the solar and real estate industries
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed
- Thinks of several marketing techniques in order to optimize the amount of leads
- Assists in operational processes, able to map future supplier landscapes and able to join in supplier negotiations
- Able to motivate our team by having a positive and creative mindset

Required education level

Approaching the end of a Masters degree in technical oriented education, such as (but not limited to): Building sciences, architecture, real estate management, industrial design, engineering, etc.