

## We are looking for a commercial developer who will increase our business by changing the perspective

Full time - Delft

### PHYSEE

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 design and produce the world's first fully transparent, energy and data generating windows; PowerWindow and SmartWindow.

Since we focus on building a better future we are determined to expand our young and ambitious team, following the principles of our company culture. Which is described as 'a *place where free-spirits can flourish*' by one of our valued PHYSEEnairs.

### The job

Due to a rapidly increasing number of requests from potential customers, we need someone who can take complete accountability for our **sales process**, having a combined skillset of **deal closing** as well as **technical building knowledge**. We are looking for someone who has experience in the (Dutch) **real estate market**, preferably with a **technical background**.

As a commercial developer you are responsible for PHYSEE's sales process, technically able to take ownership of the tender process and able to advise our clients in terms of facade optimization using **creative mindset** and drive to **sell** our products and services.

Do you get **energy** from closing deals? Do you have a combination of strong **analytical skills** together with strong **operational skills** and is **presenting** your second nature? Check if our mission can be your mission.

### Your mission

- You will take full ownership of PHYSEE's tender process, being able to advise our clients on what's needed to optimize their building facades, both from a smart building as well as sustainable building point of view
- You will close large deals up to EUR 500k using a combined skillset of sales, technical knowledge and negotiations
- Your responsibility is to maintain our client base, high level of awareness that you are representing our company to our clients

- You will prepare sales engineering reports by collecting, analyzing and summarizing sales information and trends in the solar and real estate industries
- You will think a long with marketing processes to optimize the amount of leads
- You are responsible for several operational processes in Business Development department, able to map future supplier landscapes and able to join in supplier negotiations
- You will motivate our team by having a positive and creative mindset

#### Requirements

- Bachelor's or Master's degree in a technical oriented education, such as (but not limited to): building sciences, architecture, real estate management, industrial design, engineering
- Required working experience: minimum of 3 years, experience in real estate markets is preferred
- Excellent spoken and written Dutch and English

#### Don't apply for the job if you do not want:

- To be part of the 30 most promising tech pioneers worldwide and most promising start-up in the Netherlands (according to World Economic Forum)
- To work for a company who won the Postcode Lottery Green Challenge in 2016
- To join a young, ambitious team full of fun and creativity
- To work in the coolest building of Delft with a rooftop terrace
- To make a difference and not want to change the perspective

Do you think you're capable for the job and are you the perfect team member? Let us know you and send an email to Noortje at [jobs@physee.eu](mailto:jobs@physee.eu).

Looking forward seeing you!