

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

Full time - Delft

Please apply for this job if you want to:

- Want to change the perspective of both the real estate and energy industry;
- Work at one of 30 most disruptive tech pioneers worldwide (World Economic Forum);
- Join a young, ambitious team full of fun, creativity and passion;
- Enjoy daily team lunches, weekly boot camps and monthly growing departments;
- Daily go to our brand new building in Delft with rooftop terrace and glass pavilion;
- Have the responsibility to grow your own sales network and channel.

PHYSEE

At PHYSEE we have a thorough belief 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 with new people who would like to be part of the next phase of growth of PHYSEE.

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. Ultimately, we are looking for someone who can **build and extend our sales team**. We are looking for someone who has experience in the (Dutch) **real estate market**.

As a sales 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

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.

Looking forward seeing you!