



Junior Business Developer

Location: Netherlands, Zeist

Level: Entry

Relevant experience: 1-2 years

About NET2GRID

NET2GRID is a young, innovative company that offers leading-edge AI and machine learning services in energy insights based on smart meter data.

We pride ourselves in delivering market leading algorithms to identify individual appliances, measure their consumption and determine their efficiency in comparison with the best in class. Our service is used by energy suppliers worldwide. Helping them to build a loyal customer base of satisfied customers, reduce their operational cost and expand their business.

We have offices in the Netherlands, Greece and Germany.

Is that something you'd like to contribute to?

Your Role:

As a Junior Business Developer you play a vital role to ensure that leads are created and nurtured, and deals are closed at NET2GRID. This includes: lead follow ups, calling/emailing, conferences (online and in person), confirming trials, and closing deals. It also involves generating publicity and growing the number of followers on our website and social media channels. Your responsibilities include:

- Manage your own sales pipeline.
- Have daily contact with your leads by phone calls or emails.
- Actively pursue commercial opportunities where you see them.
- Report on your targets and results on a weekly basis via our CRM system
- Be responsible for scaling up our market together with your colleagues. Completion of Proposals and tender responses
- Maintain NET2GRID website content, social media accounts and grow the audience

We give you a lot of space to do your own thing and create different sales and marketing initiatives. You'll work directly with the CCO and the head of Product Marketing Development in the team. We have a small team but are growing fast.



Who you are

- Perfect English language skills (written and spoken)
- Bachelor's degree or similar
- Excellent public speaking and presentation skills
- 1-2 years relevant work experience
- Assertive and proactive attitude
- A motivated self-starter
- Empathic and communicative skills;
- You are enthusiastic about picking up the phone and help out potential customers
- You are a real team player but still able to work independently.
- You are able to work in an organized manner
- You're willing to put in the extra hours if it is needed.

Other requirements:

- Affinity with energy-transition or smart home topics
- Some international travelling necessary

Why work at NET2GRID?

Want to join our team and be part of this fast growing, innovative and fun Tech company? NET2GRID offers a dynamic start-up environment where you are able to take your career to the next level. If you are passionate about AI, Machine learning, data-analytics, cloud computing, embedded development or you're passionate about new energy business models and innovative customer projects, join us!

Contact:

We would love to hear from you and We encourage you to contact us for a quick chat or you can apply immediately.

Your contact for this job opening is:

Berend Olde Rikkert
Chief Commercial Officer
berend@net2grid.com
+31 6 24361478

Please send your motivation and up-to-date CV at berend@net2grid.com .