



Smart Energy LAB

Business Developer Manager (SEL07_2020)

If you want to be part of the new decade on energy revolution, at Smart Energy LAB you will have the opportunity to have a real impact by creating new products and services that will contribute to energy transition, focusing on the 3Ds (Decarbonization, Decentralization and Digitalization).

Smart Energy LAB is a Collaborative Laboratory (CoLAB) held by EDP Comercial, Accenture, Instituto Superior Técnico, Faculty of Sciences of Lisbon, University of Coimbra, INESCTEC and INESC ID.

Smart Energy Lab has a unique combination of science, technology and industry in the energy sector, focused on creating new products and services for the downstream of the energy value chain.

"We are a green dream factory that will make tomorrow possible, improving life for everyone with new energy solutions through smart collaboration."

In order to create the future, we are looking for a **Business Developer Manager**.

As a **Business Developer Manager** you will:

- Be responsible for commercial activities on products and services developed by the Smart Energy Lab
- Support on business development strategy definition, brand positioning strategy in the value chain and the marketing strategy
- Design the commercial plan for target markets segments
- Identify and contact directly with SEL's potential customers
- Prepare presentations and commercial proposals together with Product Managers
- Negotiate commercial proposals and manage client's profitability
- Identify opportunities for internationalization of products and services
- Participate in national and international fairs and marketing events to publicize SEL brand and enhance notoriety

What we are looking for:

- Focus to achieve results
- Strong experience in business development in the utility sector
- Knowledge on the energy sector, mainly on the downstream of the value chain
- High initiative
- Ability to work independently
- Easiness to interact with clients and stakeholders
- Up to date on innovation trends in the energy sector

Specific Skills Required

- 5-8 years of knowledge in the energy industry (private sector or academia) and experience working in Business Development
- Degree in Engineering, Management, Economy or other relevant degree for the function
- Fluent English

Location: Lisbon, Portugal

Apply by sending your **CV** and a **Cover Letter** stating how you can contribute for the energy transition and why would you like to be part of the Smart Energy Lab to info@smartenergylab.pt