

To Eliminate Energy Wastage Through Innovations in Continuous Energy Optimization

Business Development Representative (Building Management System - BMS)

Hyderabad/Mumbai/Delhi

About Smart Joules:

Smart Joules is a leading energy management solutions provider committed to transforming the way energy is consumed in commercial buildings. We specialize in offering innovative solutions that help businesses optimize their energy consumption, reduce costs, and minimize their carbon footprint. Our solutions leverage cutting-edge technology to provide real-time insights and actionable recommendations, allowing our clients to achieve significant energy savings and sustainability goals.

Job Description:

We are seeking a motivated and experienced Sales Representative to join our team at Smart Joules. The Sales Representative will be responsible for driving sales of our Building Management System (BMS) solutions to commercial clients. The ideal candidate will have a proven track record of sales success, excellent communication skills, and a strong understanding of building management systems and energy efficiency solutions.

Responsibilities:

- Identify and target potential clients in the commercial sector who would benefit from Smart Joules' BMS solutions.
- Develop and maintain relationships with key decision-makers and stakeholders at target companies.
- Conduct product presentations and demonstrations to prospective clients, highlighting the features and benefits of Smart Joules' BMS solutions.
- Collaborate with the technical team to tailor solutions to meet the specific needs of clients.
- Prepare and deliver proposals, negotiate contracts, and close sales.
- Meet and exceed sales targets and objectives.

Requirements:

- Bachelor's degree in Business Administration, Engineering, or related field.

Smart Joules Private Limited

C-103, Industrial Estate, Okhla Phase III, Okhla, New Delhi, Delhi 110020

CIN: U40300DL2014PTC273904

- Proven track record of success in B2B sales, with a focus on building management systems, energy management solutions, or related fields.
- Strong understanding of building management systems, energy efficiency, and sustainability.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Results-driven with a focus on meeting and exceeding sales targets.
- Willingness to travel as needed.

Preferred Qualifications:

- Experience working in the energy management or sustainability sector.
- Existing network of contacts in the commercial sector.
- Experience with CRM

Why Smart Joules?

If you are passionate about sustainability, driven to succeed, and eager to contribute to a company making a positive impact, then Smart Joules is the place for you. We offer a collaborative work environment, opportunities for professional development, and the chance to be part of a team that is revolutionizing the way buildings operate.

Ready to Join the Future of Energy Efficiency?

We are looking for a talented and motivated individual to join our team. If you are interested in this exciting opportunity, please submit your resume.