



Regional Business Development Manager

Are you looking for a meaningful career that makes a difference in the world?

Then consider joining LYS Energy's team where you will do just that. At LYS Energy, we want to attract the industry's best and brightest talents to help us achieve our vision to be the pioneer in generating solar energy in a sustainable way for the benefits of the entire ecosystem and in all verticals we service.

We are currently looking for a seasoned business development manager with a solid track record in the energy or building industry and a passion for renewable projects.

Job Description

The Regional Business Development Manager takes part in a complete sales and commercial experience as she/he is responsible for engaging opportunities to closing contracts/ deals while maintaining good relationships with customers and users.

Together, with the support of other functions of LYS Energy to develop projects and engage as a team with the various stakeholders. You will be asked to focus your activities on Singapore and the region.

Business development & Sales

Partnership

- Identify strategic regional partnerships
- Build a strong relationship with partners
- Assess new opportunities coming from partners

Lead generation

- Be aware of any new open tender coming for MNC in the region
- Create connection inside regional MNC
- Pitch the company and our offers

Sales process and closing

- Taking responsibility for responding to regional calls for tenders
- Conceive commercial and tailor-made solutions
- Draft and presentation of commercial proposals
- Maintain good relationships with customers, partners and users
- Monitor project development activities and strategies to ensure success
- Promote company branding by participating to PR & Networking events
- Develop streamlined operations and efficient processes

Job Requirements/Qualifications

- Bachelor's degree in engineering, business administration or marketing (or equivalent experience and related education)
- 5 years in experience in business development / sales position for MNC
- Demonstrated capacity for developing business development strategies in a client-facing environment
- Experience in power industry (renewables), environmental industry preferred
- Strong network in commercial, industrial or sustainability sector

Ideal Personal Characteristics

- Excellent negotiation and leadership skills
- Motivated self-starter and fast learner, ability to multi-task under pressure
- Creative
- Persistent, driven and goal-oriented
- Team player who works well across departments
- Excellent verbal and written communication skills in English

About LYS Energy Solutions:

LYS Energy is a Singapore-based Independent Power Producer (IPP). We develop, finance, install and operate Solar Systems for Commercial, Industrial and Public sites throughout Southeast Asia and help organizations go green smoothly without risks whilst providing more independence and predictable utility costs.

At LYS Energy, we believe that moving towards a more sustainable energy mix using Solar production systems can greatly contribute to the transition of Southeast Asia to a low-carbon future. We also believe that supporting this move towards green, efficient and smart distributed energy systems can make perfect economic sense and deliver rapid tangible value to our customers.

How to apply:

Send resume + cover letter to contact@lysenergy.com