



## **LYS Energy VIETNAM is looking for a - 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 business development manager with a solid track record in the energy or building industry and a passion for renewable projects.

### **Job Description**

The Business Development Manager will be based in Ho Chi Minh City and take part in the complete sales and commercial experience as she/he will be responsible for engaging opportunities, closing contracts/ deals, maintaining good relationships with partners, customers, and users.

Together, with the support of other functions of LYS Energy she/he will develop projects and engage as a team with various stakeholders.

### **Business development & Sales**

- Identify high-value opportunities/ leads
- Prepare and pitch commercial and tailor-made solutions to potential customers
- Monitor project development activities and strategies to ensure success
- Maintain good relationships with clients, partners, and users
- Build strategic partnerships
- Promote company branding by participating to PR & Networking events (conferences, exhibitions)
- Work with other departments to develop streamlined operations and efficient processes

### **Market intelligence**

- Conduct regular market research on sales territory and understand industry dynamics
- Maintain expert knowledge of competitors' offering and marketing positioning (including global best practices outside Asia Pacific ie. US, Europe)



### Qualifications

- Bachelor's degree in business administration (or equivalent experience and related education)
- 3-5 years (preferred) experience in business development/sales position in goods/solutions/services for industrial customers
- Demonstrated capacity for developing sales strategies in a client-facing environment
- Experience in power industry (renewables), environmental industry preferred
- Strong network in commercial, industrial or sustainability sector
- Fluent in Vietnamese, excellent verbal and written communication in English, proficiency in Mandarin would be a plus

### Candidate Characteristics

- Excellent negotiation and leadership skills
- Empathy and ability to listen
- Persistent, resourceful, self-driven and goal-oriented
- Team player who works well across departments
- Ability to take ownership and work independently under light supervision.
- Enthusiastic, curious, and confident

### 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.vn@lysenergy.com](mailto:contact.vn@lysenergy.com)