

BUSINESS DEVELOPER - SUSTAINABLE ENGINEERING

Our Company :

Headquartered in Paris, TERAO is a global consulting and engineering company that has been involved in energy efficiency and green building engineering for 30 years. Created in 1993, TERAO is one of the pioneers of energy-saving and sustainable buildings. With a 60+ team of multidisciplinary engineers, TERAO is a leading independent French green building engineering company active in China (since 2008) and worldwide (Columbia, Morocco, Singapore, Vietnam, Malaysia, Thailand, Colombia & USA).

Terao operates on the whole building life cycle, from design (green building specifications, energy efficiency design and calculation, etc.) to operation and maintenance (energy audits, certifications in operation, ...).

TERAO capabilities include the following:

- Sustainable Design Solutions for new constructions and renovations
- Environmental Certification Management for new construction and existing buildings (LEED, China GBDL/GBL, BREEAM, HQE, WELL, etc.)
- Low-carbon design (LCA, sustainable materials)
- Building Simulations (Thermal Modeling, Daylight Simulations, CFD, Wind Modeling, etc.)
- Energy Audits
- Specific Studies (Carbon Footprint Study, Life Cycle Assessment, etc.)

Job Responsibilities :

- Promote activities of the TERAO group.
- Take over management of prospections & Group Key Accounts, monitor performance/increase our footprint within such accounts.
- Map & Develop new potential KAs with international footprint from sectors with assets: Manufacturing, Retail, Hospitality, Healthcare, etc.
- Map, establish relationship & develop activities with American Asset Management Companies
- Work closely with different Business Units of our HQ & Branches around the world to go from Lead identification till closing.
- Set up with top management key technical partnerships to produce in multiples locations.
- International Bidding Management follow up with the support of relevant Business Units & International Subsidiaries.
- To be in charge of data analysis/market research linked to International Key Accounts
- Data input in various systems such as CRM and databases.

Requirements :

- University/Business School degree in Business/Marketing, Engineers with sales/marketing experience
- Required profile: at least 5 years sales experience providing technical services in the construction environment, ideally including sustainability related services.
- Experience abroad, either posted abroad or/and dealing with clients in different geographies.
- Proven experience in similar positions (Key Account Manager/International business development)
- Excellent level in English and Spanish, both written/spoken, and Portuguese as a plus.
- Solid experience in the use of MS Office
- Familiar with CRM tools

Soft-skills :

- Autonomous and organized, with good command of time & priority management
- Seeking someone with an entrepreneurial spirit to drive our go-to-market strategy in the Americas, with a particular focus on US & Mexico.
- Open-minded personality with a strong desire to learn
- Ability to work within an international and multicultural team
- Willing to travel regularly.