

## **About us**

At Cooling Photonics we are busy trying to change how we manage heat. We are a startup based in Barcelona, Spain, working on bringing innovative solutions to heat problems. Working across disciplines such as photonics, nanotechnology, and materials engineering. We develop, manufacture and commercialise innovative and cutting-edge solutions for passive heat management that reduce energy consumption and carbon emissions. In day-to-day life, you will see our core values shining through our “Coolers”. The passion and dedication towards our mission will hit you the moment you walk through our doors - and there’s no feeling like it. Our journey is not plain sailing - it requires proactive, flexible and top performing individuals who are committed to the world of sustainable cooling and efficiency. But one thing is for sure - it's going to be a fun ride! Are you ready to change the world with us?

## **Pre-Sales & Business Developer Officer**

As a Pre-Sales and Business Developer Officer in our sales team, you’ll play a huge role in helping our customers understand the value our disruptive technology. It’ll be your mission to develop and support our growing list of customers, by working closely with them, showing the value of Cooling and addressing technical challenges. Pre-Sales and Business Developer Officer at Cooling Photonics works with the management team to drive critical, cross-functional efforts, delivering objective analysis and insights and executing on key initiatives for the company.

## **What you’ll do**

You will work on key initiatives that will support the growth of the company. You will help identify new market opportunities, customer needs and requirements, and help develop new products in collaboration with the Product Team. We look for exceptional people and give them a level of responsibility, exposure and autonomy that will accelerate their career.

## **Responsibilities**

- Know every detail of our portfolio of products, and understand how technical solutions are run and installed.
- You will support our Sales team with technical product knowledge and objection handling in customer meetings, with travel as required.
- Help customers deploy and use our technology to address their existing collaboration challenges. Understand the customer's business goals and partner with them to achieve those.
- You will work closely with Engineering, Product, and Customer Experience teams to ensure smooth prospect-to-customer transitions and long-term customer success.
- Help the Sales team move toward closing by making customer product demos a positive experience.
- Support the design and implementation of commercial processes needed to grow.
- Perform analyses and optimisation of sales and growth strategy.
- Manage customer relationship according to company policies.
- Partner with stakeholders to define and execute critical strategic initiatives to scale sales.

## **Who you are**

We're looking for someone passionate about making a lasting impact, a self-starter eager to take on new challenges.

## **Minimum Requirements**

- 2-4 years of work experience in similar roles.
- Experience in sales and marketing.
- You thrive in a collaborative environment involving different stakeholders and subject matter experts.
- Proven track record for working well across teams and with external partners.
- You are a strong communicator and able to explain complex issues in clear, persuasive language.
- Good level of English.

## **Preferred Qualifications and Competencies**

- Experience operating in a high growth technology company, including experience in sales and growth.
- Experience in strategy or marketing consulting.
- Experience working on initiatives or products from launch.
- Independent, entrepreneurial, passionate self-starter with a focus on delivery of excellence, a can-do attitude, and a sense of urgency.
- Highly organized and detail oriented.
- Strong analytical and problem-solving skills that drive excellent business decisions in a creative environment.
- Ability to operate in a high-energy, high-intensity and rapidly evolving environment.
- Bachelor's Degree in science or engineering disciplines or equivalent experience.

## **Additional information**

- Incorporation date: November 2022
- Competitive salary plus benefits.
- 30-day holidays.
- Possibility of hybrid working.
- No suits! Unless it's Carnival or Halloween.

**Please submit your CV in English to [info@coolingphotonics.com](mailto:info@coolingphotonics.com) with the subject "Pre-Sales and Business Developer Officer application"**

\*At Cooling Photonics, we're committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status. We strive to be a more equal opportunity workplace.