



Business Development Lead

Heila Technologies is looking for a talented professional to support the development of our business strategy and help make intelligent microgrids a reality.

You should be passionate about sustainable energy and have rock solid experience across global markets in the cleantech sector, including: business development, market research, financial modeling, and customer and investor relationships.

Depending on your current situation, we are interested in bringing you on as a part-time consultant or as a full-time member of our team.

Responsibilities

- Identify and validate opportunities across different channels and/or industry verticals; prioritize ideas by evaluating product market fit, potential business models and path to scale.
- Collaborate with the team to develop and refine the business case into a long-term strategy.
- Own the process of readying sales and/or investment presentations.
- Coordinate executive level discussions with potential customers and investors.
- Ensure business execution by monitoring activities and impact against KPIs and pivot partnership/engagement model as necessary.

Requirements

- BA/BS degree in a technical or business field or equivalent practical experience.
- MBA degree.
- 3 years of experience in an analytical role, building and analyzing business cases.
- 3 years of experience in management consulting, corporate strategy, business development or partnership management, ideally within the cleantech space.
- Experience in evaluating different industries, building financial models and evaluating business cases.
- Experience in managing senior executive relationships.
- Proven ability to plan and manage at both the strategic and operational level; high attention to detail with excellent organizational and analytical skills, and the capability to handle multiple projects and stakeholders.