

Asset Development Regional Director

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

採用企業名

Green tech energy

求人ID

1484336

業種

電力・ガス・水道

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円 ~ 1700万円

更新日

2024年07月08日 00:00

応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

流暢

日本語レベル

ネイティブ

最終学歴

大学院卒：修士号/博士号

現在のビザ

日本での就労許可が必要です

募集要項

Grow a portfolio of standalone and co-located utility-scale BESS and other generation assets, route-to-market and trading services, and SaaS.

Client Details

Green tech energy scale-up company with ambitious plans to revolutionize the energy sector, driving towards a global zero-carbon future. With a strong foundation in demand-side response, they've expanded their strategies and product range to penetrate new global markets.

Description

What's this role about?

- Grow a portfolio of standalone and co-located utility-scale BESS and other generation assets, route-to-market and trading services, and SaaS.
- Lead our Front of the Meter propositions in Japan, enhancing brand recognition and thought leadership through webinars, seminars, and exhibitions.
- Support our position as a market-leading aggregation & optimization service provider.
- Expand the market for utility-scale batteries in Japan and other territories.
- The role offers significant growth opportunities.

Responsibilities

- Identify opportunities in all available markets to maximize revenue for BESS in Japan.
- Develop and manage a sales pipeline in Salesforce for existing and future assets.
- Organize meetings with key targets and market participants, especially BESS manufacturers and developers.
- Build strong relationships with decision-makers and manage senior stakeholder relationships using engagement mapping techniques.
- Support the business in understanding the Japanese battery market and necessary product evolution.
- Collaborate with management to originate PPA solutions.
- Create strategic account plans to outline a path to success.
- Support market solution development with key internal stakeholders.
- Maintain CRM system updates and ensure sales activity is recorded weekly.
- Conduct territory planning calls and sales reviews from the CRM database.
- Prepare monthly sales review material for the leadership team.
- Identify opportunities for additional cross-offerings and synergies based on client/industry demand.

Job Offer

Benefits

- Competitive salary based on experience
- 100% annual sales bonus
- Annual leave and public holidays
- Self-development funding
- Flexible and hybrid working model
- Employee referral bonuses
- Work/life balance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

スキル・資格

Key Skills

- Strong understanding of the Japanese energy markets and experience in Power Trading is advantageous.
- Proven track record of delivering results in the Japanese energy industry.
- Self-starter with initiative to drive business success.
- Commercial aptitude to identify and pursue market opportunities.
- Effective communication skills for complex information across various stakeholders.

Other Key Skills

- Comfortable in a fast-paced, engaging, technology scale-up environment with flexibility across responsibilities.
- Ability to distill large documents and training material into key takeaways for management.
- Capability to plan and manage projects to meet key business deadlines.
- Strong relationship management skills to connect with key market contacts.

Rewarded Behaviors

- **Customer Obsession:** Keeping customers at the forefront of decisions.
- **Relentlessness:** Pushing beyond boundaries and overcoming obstacles.
- **Integrity:** Committing to honesty, ethics, and transparency.
- **Agility:** Embracing new ideas and technologies.
- **Collaboration:** Fostering cooperation, communication, and shared knowledge.

会社説明

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