



smarter hydrogen operations

## Offre de poste Business Developer Export

Basé à Lyon et en Télétravail


Hyggle is a deep-tech start-up whose ambition is to contribute to making green hydrogen a competitive energy source for the profound decarbonization of our economies. Hyggle is the first company to develop a large-scale digital platform for managing and optimizing hydrogen infrastructures, particularly those linked to renewable energies. This platform combines IOT, AI, stochastic optimization and integrates heterogeneous data. Hyggle has extremely strong growth objectives, in response to the climate emergency. If you want to join a dynamic team and a company that makes sense in the energy transition, join us!

To support the acceleration of our growth, we are looking for a business developer based in Lyon7 (and teleworking).

You will join our young team, where versatility and responsiveness are key. You will work autonomously under the responsibility of the founding team. You'll play a key role in the international commercialisation of our digital platform, from early scouting to contractualisation.

We are looking for a highly motivated, hard-working, and talented apprentice with strong organization and analytical skills.

Your missions

 You will be responsible for identifying, finding and qualifying potential new customers worldwide, with the ultimate aim of generating new opportunities and new customers.

Tasks

- Market analysis. You will need to learn and know the market, prospects and competitors: industry issues, company size, role in the company, budget, hierarchy....
- Pitching: Create a sales pitch in collaboration with the communication team, with in-depth knowledge of the platform to be sold.
- Prospecting: You will identify qualified contacts to whom to present the sales pitch, make sales presentations. This is the major activity.
- Reporting: You will track and report your progress to help you focus efforts.



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#### Profile & Competencies

- Fast learner with a desire to get stuff done with urgency, accountability, and intent
- Analytical sense and critical thinking
- Leadership to drive results individually and within a team
- Versatility and comfort operating in a fast-paced environment.
- Organization, time management, and autonomy: you are well-versed in missions requiring precision and reliability.
- Demonstrated ability in business-to-business (B2B) sales
- Impeccable verbal and written communication skills

"Hyggle is proud to be an equal opportunity workplace. We are a diverse workforce. For this purpose, we welcome applications from all qualified candidates regardless of gender, sexual orientation, race, ethnicity, beliefs, age, marital status, disability or other characteristics."