

BUSINESS DEVELOPMENT / SALES INTERNSHIP (ENERGY / IOT) 6-MONTH IN FRANCE (LYON) OR IN SINGAPORE

COMPANY INFORMATION

BeeBryte is using artificial intelligence and IoT to get commercial buildings and factories to consume electricity in a smarter, more efficient and cheaper way while reducing carbon footprint.

By anticipating changes in weather conditions, building occupancy and business activity thanks to AI, our software continually adjusts heating-cooling-refrigeration equipment setpoints to run the process in a more efficient way and generate up to 40% savings.

One of our shareholders is CNR (the largest renewable energy producer in France). We have a team of 25 people. BeeBryte has offices in Singapore & France and is now expanding into new countries.

Our mission is to empower customers to gain access to cheaper, cleaner and smarter energy by re-inventing the electricity future with both digital and business model innovations.

Come & join us!! www.BeeBryte.com

INTERNSHIP REQUIREMENT

We are recruiting an intern in business development and sales based in France(Lyon) or Singapore. Your tasks will mainly be focused on business development and sales (80% of your time) with the remaining 20% of your time dedicated to market analysis.

Description of the job scope:

- Supporting sales team on the whole sales funnel from prospection to contract signature
- Identify targets and reach out to facility managers, decision-makers in industries such as food & beverage, logistics, property management...
- Collect key information about market trends and competition
- Improve marketing & sales documents and pitch the proposed solution/service
- Support sales representative with commercial proposals and negotiate contracts up to signature
- Assisting with market analysis and business plan
- Represent BeeBryte at trade shows and conferences

Qualifications:

- Business school student or Engineering student with business electives
- Prior knowledge of the energy industry is a plus
- Strong analytical and problem-solving skills
- Excellent oral and written communication skills in English
- Fluency in French (Lyon office candidates only)
- Ability to handle multiple responsibilities in a small, fast-paced environment

APPLICATION PROCESS

Send CV + Cover letter to frederic.crampe@BeeBryte.com
(include availability dates)

Internships of less than 6 months and applications without cover letter will not be considered.
Make sure you indicate why you want to join BeeBryte and why you think we should hire you.
Monthly stipend of 600 EUR or S\$900. Travel & lodging costs are not covered.

Only shortlisted candidates will be contacted.