



JUNIOR Business Developer

Machinery manufacturing industry

Company Overview

Today SAIREM with its microwave and RF solutions is changing the world by helping the food industry becoming safer and the energy industry greener. With in-depth knowledge and hands-on industrial experience in product transformation SAIREM can quickly and competitively develop the best process and special machine for the food and energy industry.

What You'll Be Doing

The Junior Business Developer position will report to the Managing Director. You will be success driven, customer oriented and always seeking new relationships and opportunities for the company. In this role you will work with open minded Plasma Experts and Chemists eager to embrace new technologies and improve the quality of their products and processes. We are looking for a dedicated, high-energy candidate that want to be a part of a team setting.

At SAIREM, we are committed to servicing our customers and exceeding expectations. As a Business Developer, you will contribute to that commitment. Leveraging your technical expertise you will identify new developments, partnerships and/or business opportunities. This position offers the unique opportunity to contribute to a fast changing and growing industry in the Americas.

Responsibilities

- Identify key markets for SAIREM and particularly SAIREM's existing equipment
- Prospect new clients and development opportunities through tradeshows and scientific committees
- Actively works to expand business opportunities with existing customers
- Oversee trials for customers in one of SAIREM's test center
- Assisting with the writing of technical proposals, technical studies and white papers.
- Update SAIREM's CRM with most recent information weekly | Prepare sales reports and forecast
- After sale project monitoring until solution deployment
- Participation in the design of marketing materials with the marketing manager - Possible writing of notices and technical data sheets

Your Work Experience & Skills

- 1 to 3 years' experience in the Chemical or related Industry
- Bachelor's degree at a minimum
- Master's degree or PhD a strong plus.
- Strong taste for business and network development
- Great personality – autonomous and hands-on approach
- Outstanding interpersonal and customer service skills with a strong technical foundation
- Exceptional communication skills (both verbal & written) especially in front of an audience
- Curious and passionate about high technologies
- Self-motivated, able to work in a fast-paced, multi-tasking environment

What We Offer

- Excellent medical, dental and vision benefits
- 401K match 5%
- 25 PTO days
- Hybrid remote work possible

Location

NORCROSS, GA, USA