

POSITIONS: BUSINESS DEVELOPMENT MANAGER

OVERVIEW:

Company name:	ENLINE
Work Type:	Work remotely
Employment Type:	Full Time
Market Sectors:	Electric Utility, TSOs, DSOs, Construction, Industry & Mining
Reports to:	CMO

Our unique sensorless technology enables stakeholders with information and tools to monitor, optimize, and protect energy transmission assets.

We are an innovative technology company that works with electric utilities around the world. We are a rapidly growing, inclusive, and highly motivated team. GML is relatively young, having been founded in 2018, however, our technology has been built over nearly one decade, giving us the feel of a startup while having the weight of well-tested technology behind us. We are experiencing significant demand for our solutions and need highly capable, creative, dedicated professionals to help us capitalize on our previous success and continue to grow to our full potential.

At GML we value and benefit from the wide-ranging perspectives that come from a diverse and inclusive work environment. We encourage all qualified candidates to apply, particularly those from under-represented groups in the energy sector.

CORE RESPONSIBILITIES

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

REQUIREMENTS:

- Bachelor's degree in business, marketing, or related field.
- Experience in sales, marketing, or related field.
- Strong communication skills and IT fluency.
- Ability to manage complex projects and multi-task.
- Excellent organizational skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Comfortable using a computer for various tasks.
- No less than 5 years of marketing experience, preferably in the energy sector with international experience
- Fluent in English

For more information, visit our website:
www.enline-transmission.com

To apply send your CV to:
careers@enline-transmission.com