

Business Development Manager

Pinexo™ is currently seeking a Business Development Manager to develop the venture creation project into a viable growth company.

Project Background

Pinexo™ is a startup project offering a software tool for energy optimization of heat exchanger networks in the process industry, with a focus on user friendliness and simplicity of use. The tool is based on the well proven methodologies Pinch analysis and the Matrix method.

The project is a commercialization project at Chalmers School of Entrepreneurship, currently administered by Chalmers venture creation partner Encubator, aiming to incorporate in June 2013.

Since the start of the project fall 2012 the tool and idea has been evaluated with promising results and positive customer feedback from technical consultants, equipment manufacturers and plants in the Process Industry. Several Pilot Customer collaborations have been initiated and are under negotiation.

Job description

As Business Development Manager, you will be responsible for running the Pinexo™ project on a strategic and operational level together with current employees, board members and external partners. You are reporting directly to the project board and will assume the formal title of VD/Chief Executive Officer at the point of incorporation of the project.

The work can be roughly divided into the following areas:

- Developing the project on a strategic level together with the project board.
- Leading the project and coordinating daily operational activities.
- Initiating and maintaining relations with customers and partners.
- Managing the product development process in collaboration with the software development team.
- Attracting necessary resources and financing to the project.

As Pinexo™ is a startup project, tasks will change and vary over time.

Requirements

Personality

- Pinexo™ is a small start-up project. Experience from, interest in and/or understanding of what this entails is essential.
- You will have a direct and essential impact on the project. Responsibility and guts is part of the game.

Skills and experience

- Strong skills in business development, sales and marketing.
- Experience from work within the process industry or related sectors. Experience from technical consultancy within this sector is regarded as highly relevant.
- Basic skills within finance, accounting and corporate governance.
- Good understanding of software development and ability to translate customer requirements into specifications.

Offer

Salary level and work load depending negotiations. We aim to be competitive.

Upon incorporation key personnel will be offered an ownership stake reflecting their efforts.

Start: as soon as possible. Gradual transition will be done where the current project development team hands over information and helps the Business Development Manager to quickly get up to speed on project status and future work. Thorough documentation and plans for future work are in place to facilitate the transition.

Application

Send your resume and a few words about who you are to anton@pinexo.se

Applications will be processed continuously, and we want all applications in at latest May 20th.

Contact

If you are curious, interested, or have any questions, do not hesitate to get in touch.

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