

InfiniteCooling

Head of Business Development

Infinite Cooling's mission is to mitigate water scarcity around the world. We help power plants and other industrial plants reduce their water consumption and water treatment costs by recovering water from their cooling tower exhaust. We have a patent-pending technology developed at MIT that uses electric fields to capture water from the plumes leaving cooling towers. We are a vibrant startup based in Somerville, Massachusetts, and we are on a mission to be a global leader in the water services industry for industrial applications. Infinite Cooling is venture-backed and has raised over \$16M of capital and was awarded over \$3M of prizes and grants.

We are looking for an experienced, tenacious and creative Head of Business Development to join our team and work on all business development aspects. Strong communication, and entrepreneurial mindset will be essential skills for a successful applicant. If you want to be part of a fast-growing, successful startup and have a major impact on water and sustainability, please apply.

What you will do:

- Establish and nurture relationships with customers and partners
- Manage an end-to-end pipeline of deal process, from origination to proposal writing and pitching to negotiation and closing
- Establish relationships across multiple levels of client organization: C-suite, VP, plant manager, engineers and supply chain managers
- Become a product expert and clearly explain value proposition
- Understand customer pain points and identify creative ways to create value (such as new business models or deal structures)
- Communicate customer needs to product team
- Perform various analyses (competitor analysis, impact thesis, etc)
- Find new leads through cold calls, conferences, trade shows and other avenues
- Develop and implement marketing strategies

Required skills:

- Bachelor's Degree
- 10+ years of experience in business development or sales roles. Experience in the energy, water or other industrial sectors is required
- Track record of closing deals and exceeding goals
- Outstanding analytical skills
- Strong organizational skills and attention to details
- Exceptional communication skills (verbal and written)

InfiniteCooling

- Fully competent in MS PowerPoint, Excel, Word, and CRM systems. Ability to quickly learn to use new software

Location:

121 Madison st, Malden, MA 02148

Contact:

Maher Damak, CEO

hiring@infinite-cooling.com