

InfiniteCooling

Infinite Cooling's mission is to mitigate water scarcity and reduce emissions around the world by making industrial cooling more efficient. Industrial cooling systems are the largest users of water after agriculture and major users of energy. We help industrial plants reduce their water consumption and energy usage by optimizing the operation of their cooling systems. We are a vibrant startup based in the Boston area, and we are on a mission to be a global leader in cooling for industrial applications. Infinite Cooling is venture-backed and has raised over \$16M of capital and was awarded over \$3M of prizes and grants.

Business Development Summer Associate

We are looking for a driven and creative Business Development Associate to help us expand to new markets and grow our sales pipeline. This will require building strategic relationships with customers and regulators, leading market research efforts, and identifying opportunities to scale. Strong communication, flexibility, and analytical skills will be essential for a successful applicant.

What you will do:

- Identify new market segments and channel partners to scale
- Build out customer profiles and develop methodologies to prioritize outreach
- Perform direct outreach and build relationships with customers
- Develop pricing and business models
- Build financial models
- Build connections with local and federal government to understand the water regulatory landscape and identify collaboration opportunities
- Work with leadership team on overall company strategy

About you:

- You are passionate and optimistic
- You are genuinely curious and innovative, and challenge assumptions
- You are proactive and productive
- You graciously give and receive feedback
- You are adaptable and excel working in a fast-paced dynamic environment

Preferred skills and experience:

- Experience in power generation, heavy industry, utilities, or regulatory sectors
- 2+ years in a strategy, business development, sales, or consulting role
- Exceptional communication and relationship-building skills

Location:

121 Madison St
Malden, MA 02148

Contact:

Maher Damak, CEO
hiring@infinite-cooling.com