

## B2B SaaS Account Executive

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Company: Hysopt

Location: Belgium

Category: other-general

Hysopt has developed a pioneering HVAC engineering software, which has already proved its success in more than 500 large scale HVAC-optimisation projects. On average, we help our clients save about 40% of CO2 emissions and 30% on energy bills – a huge step forward in our decarbonisation mission.

With rapidly increasing customer demands – think of the Green Deal, ESG and Performance Driven Contracting - the Hysopt software is the best solution at hand for Engineering Consultancies, Installers and Building Facility Managers and we are excited to take our proven technology to the international market!

Backed by a €5.5M capital injection in 2023, we're rolling out international sales at full speed now. Having only just started selling SaaS licences, we have already expanded our user base from the Benelux to the UK, and Canada – and the demand is growing exponentially.

That is why we are looking for Account Executives to join us on this exciting journey.

### **Key aspects of the role:**

As an Account Executive you will bring in new business accounts by researching prospective customers, creating outreach strategies and identifying sales opportunities

As an early member of the SaaS sales team, you will be involved in helping shape and offering feedback on structures and frameworks for the sales process, to enable improvements

You develop and maintain day-to-day relationships with prospects and customers, and act on any changing needs

You work together with our Sales Engineers, who will support you with demonstrations of our software and answer the more in-depth technical questions

Researching and monitoring HVAC industry trends, to stay up-to-date on competitors and market conditions

You help develop and implement user programs, such as training, marketing and incentives

To build your network and promote Hysopt, you regularly attend industry events and conferences

**You are suited to this role if you;**

Possess a drive and high-energy, go-getting attitude towards sales and working with clients

Demonstrate a customer-focused attitude and a can-do mentality, always striving to exceed customer expectations

Have at least 1 year of experience in selling SaaS solutions with an average deal size of €25-100k, preferably within the building, property, or construction industry

Exhibit strong relationship-building skills with the ability to cultivate and maintain long-term partnerships with customers

Thrive in a dynamic, fast-paced environment and is excited about contributing to the growth of a scale-up company

Show eagerness to learn and grow both in sales strategies and career advancement opportunities

Fluent in English; proficiency in Dutch, German, or French is a plus

**What's in it for you:**

Make a significant impact on our planet by contributing to the transition to a net-zero

future.

Enter a market with major industry movements, including the Green Deal, the energy crisis, and the emergence of Performance Driven Contracting

Join a company committed to innovation and continuous learning, supported by experienced colleagues, cutting-edge technologies, and comprehensive training opportunities

Become part of a team of enthusiastic and driven colleagues who share a forward-thinking mindset

Enjoy a high level of autonomy and flexibility, working fully remote

### **Applications:**

Applications are reviewed on a rolling basis, so speed is key. The sooner you apply, the quicker we can arrange an interview.

Unfortunately we aren't in a position to sponsor candidate visas. If you don't have the independent right to work in the UK or EU, we will not be able to progress your application.

Please note that due to the high volume of applications we receive, we regret that we are unable to respond to every applicant individually. We will only be in contact if your CV matches our requirements and wish to discuss further. We appreciate your understanding and interest in joining our team.

### ***We are Hysopt***

*Hydronic System Optimisation, better known as Hysopt, is a rapidly growing spin-off from the University of Antwerp. Our highly skilled team develops and uses unique cloud software, that supports companies in their HVAC engineering process, and helps building owners optimise their HVAC systems. The purpose of our software is to heat and cool large buildings more efficiently, which helps to reduce energy costs and transfer to a zero-carbon future.*

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