

Business Development Manager

HVACR Retrofit & Digital Solutions



Job description

This role is focused on driving business development for HVACR retrofit solutions and digital energy optimization platforms. Its main objective is to identify new market opportunities, build a strong network of partners and installers, and promote high-value solutions based on ventilation, connectivity, and energy-efficiency technologies.

The position involves close collaboration with end customers, building owners, facility operators, facility management companies, consultants, and installers to generate business opportunities and support projects from needs identification through solution implementation. In addition, it serves as a link between the market and the internal sales, product, and service teams to ensure that the company's offerings remain aligned with market needs and trends.

Key responsibilities

- Identify, develop, and manage a network of strategic partners and installers.
- Acquire new customers and business opportunities for HVACR retrofit solutions and digital services, including acting as the first point of contact when required.
- Promote and sell integrated solutions combining ventilation, monitoring, and energy optimization technologies, as NEXAIRA.
- Develop value propositions focused on energy efficiency, sustainability and ROI.
- Manage the entire sales cycle, from prospecting through to project completion.
- Conduct technical and commercial visits to identify energy-saving opportunities and provide training on HVACR and digital solutions when needed.
- Gather market feedback and collaborate with internal teams to drive product and service improvements.
- Represent the company at trade fairs, industry events, and brand promotion activities.

Requirements

- Technical background in Engineering, Automation, Electronics, or a related field.
- Solid knowledge of HVACR systems and ventilation technologies.
- Experience in technical sales, business development, and partner management.
- Knowledge of Building Management Systems (BMS) and building automation solutions.
- Ability to translate technical requirements into value-driven commercial proposals.
- Willingness to travel regularly.
- Professional level of English.

Preferred qualifications

- Experience with IoT solutions, connectivity technologies, gateways, and cloud-based platforms.
- Experience in energy efficiency, sustainability, and energy audit projects.
- Ability to carry out technical assessments and measurements in existing installations.
- Experience in commissioning and basic integration of field devices.
- Knowledge of regulations, standards, and market trends related to energy efficiency and sustainability.