

Empowering a  
renewable future

**SCADA**  
international

# Business Development Manager Software (USA)

Location: Chicago, USA (with ~50-75 travel days per year)  
Reports to: Vice President of Sales, North America

## About Us

We are seeking an experienced Business Development Manager to join our team and drive sales growth within the North American region, focusing on our advanced software solutions within SCADA and Power Control. Reporting directly to our Vice President of Sales US, you will be responsible for generating new sales opportunities and managing key accounts. Your primary focus will be on ensuring the success of our clients in the competitive landscape of renewable energy.

## Position Overview

We are seeking a motivated Business Development Manager (BDM) to expand our software sales pipeline in North America. This individual will play a crucial role in establishing relationships with new clients and driving qualified opportunities for SCADA and software solutions within the renewable energy sector. The ideal candidate possesses a strong hunter mentality, excellent communication skills, and a passion for the renewables industry.

## Key Responsibilities

- **Customer Outreach & Relationship Building**
  - Identify, analyze, and reach out to potential customers in the IPP, ISP, and EPC segments.
  - Establish initial contact through calls, emails, LinkedIn, and other networking methods.
  - Build rapport quickly, understand customer pain points, and present tailored solutions.
- **Opportunity Development**
  - Qualify leads, identifying both immediate and future opportunities.
  - Educate prospects about our software solutions, increasing brand awareness.
  - Ensure accurate record-keeping in CRM for all outreach efforts.
- **Collaboration & Handover**
  - Work closely with the Sales and Sales Engineering teams to hand over qualified leads.
  - Facilitate smooth transitions into the sales process, ensuring a seamless customer journey.
- **Feedback & Reporting**
  - Deliver insights on market trends, customer needs, and feedback to internal teams.
  - Regularly report progress, challenges, and opportunities to the VP of Sales.

## Qualifications

- **Work Experience:**
  - Minimum 3+ years in technical or commercial roles within renewable energy or related fields.
  - Proven success in technical solution sales, preferably SCADA software or O&M services.
- **Skills & Competences:**
  - Strong communication, active listening, and negotiation skills.
  - Proficient in CRM systems and MS Office Suite.
  - Ability to manage multiple tasks, prioritize effectively, and maintain attention to detail.
- **Attributes:**
  - Self-motivated, proactive, and results-oriented.

- Resilient with a winner mentality and the ability to thrive under pressure.
- Strong cultural awareness and adaptability in diverse environments.
- **Education:**
  - Academic degree in business or related field preferred but not required.

## Key Performance Indicators

- Achievement of outreach and lead generation targets.
- Growth in qualified sales pipeline and successful handovers.
- Development of a new customer base and addition of "new logos."
- Contribution to market insights and alignment with organizational goals.

## Why Join Us?

We are at the forefront of renewable energy, delivering cutting-edge SCADA and software solutions that empower our customers to excel. As part of our team, you'll contribute to a cleaner, more sustainable future while growing your career in a dynamic, supportive environment.

Apply Today!

## Apply

Does this sound like your next challenge?

To apply, please send your resume and application via our [website](#).

If you have any questions for us, you are more than welcome to contact our General Manager & VP Sales, Matthew Burt +1 312 803 6950. We review candidates on an ongoing basis, so please don't hesitate to get in touch.

## We are SCADA International

We are an energy powerhouse committed to supporting our customers across their entire value chain. From planning and designing to implementing and managing their portfolios of assets, we empower our clients to achieve their vision of a sustainable future.

When joining SCADA International, you join a dynamic company with vast experience in power regulation and control, data monitoring, grid modeling, and consulting within renewable energy. Our team includes employees in business units located in Denmark, Germany, Poland, Romania, Spain, Portugal, the US, and Ukraine, reflecting our multicultural organization and diverse expertise.

We are committed to ensuring the well-being and safety of our employees, as they are the backbone of our operations. Working with us, you will become part of a friendly environment with +240 innovative and bright colleagues.

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