Market Development Director, North America

Job Description

Reporting to the CEO (London/Copenhagen)

To apply please send your CV and motivation letter describing your experience in ambient air quality monitoring, sensor networks and big data analytics to pbabic@sgo.com.

About the company

Airlabs is one of the world's leading pioneers in clean air technology. With locations in London and Copenhagen, Airlabs' mission is to tackle the air quality crisis facing cities around the world with state-of- the-art and cost effective solutions to reduce the air pollution exposure of people.

Its international team of atmospheric chemistry scientists, air quality sensor experts and airflow engineering specialists has developed state-of-the-art and scientifically proven solutions for measuring and mapping urban air quality, removing particulate and gaseous pollutants from indoor and outdoor air in urban environments, and controlling air flows to make the most effective use of clean air.

See http://airlabs.com.

Job summary

Airlabs has built a state-of-the-art air quality monitoring system called AirVision. This system measures air quality at high spatio-temporal resolution through a dense network of advanced sensors. All sensor data is uploaded to AirVision's cloud platform, where it is processed and analyzed. A number of analytical tools provide insight into the dynamic behavior of air pollution in the urban environment and provide municipalities with tools to manage the air quality situation in their district. The AirVision system contains proprietary technology at all levels of the value chain: at sensor chip level, at sensor node level, at data platform level, and at decision support tool level.

The market for high-resolution air quality information systems is emerging globally. Your job is to help develop a pipeline of opportunities and close initial contracts for AirVision in the U.S. This is a very hands-on job, and will require inventiveness, creativity and hard work. You will be part of an amazing team of experts trying to do something very meaningful to help reduce exposure to harmful air pollution in large cities around the world.

Responsibilities

- Develop and execute a plan where Airlabs becomes the dominant provider of high-resolution air quality monitoring systems in the US.

- With salespeople, operate as the lead point of contact for all market development, commercial and technical matters, providing customer service and technical support with respect to

questions and customer requests.

- Collaborate with sales and other internal stakeholders to identify and secure growth opportunities.

- Provide strategy, win themes and other content as needed for RFP responses for prospective customers.

- Facilitate communications across prospective customers and internal stakeholders focused on timely and effective issues resolution with customers.

- Engage with and support local or regional partners/channels to advance the sales.

- Monitor federal/state/local regulations that affect air pollution monitoring systems; and provide the requirements to sales leadership and product management.

- Engage continuously with the US-based and global support units (product, delivery, etc.) to plan for and gain all support required to implement the sales strategy.

- Communicate clearly the progress of weekly, monthly and quarterly goals to the global team.

- Maintain the highest level of ethics and integrity in all business dealings, in and outside the company.

Qualifications

The ideal candidate for this position will have the following profile:

- Mix of strong technical and commercial skills;

- Significant work experience in air quality monitoring and modelling;

- At least five years spent working at an air quality monitoring agency;

- Knowledge of atmospheric monitoring and modelling systems;

- Experience with big data analytics;

- Experience with selling SaaS offerings;

- Familiarity with the gov-tech sector;

- Up-to-date understanding of the hurdles and challenges for the adoption of Smart Cities technology as well as the integration requirements;

- Understanding of the various types of stakeholders involved in the tender and procurement process;

- Strong communicator, patient educator;

- Hands-on experience as consultant in the government sector;

- A PhD in a relevant research area very desirable.

Location

California or close to one of the large cities in the USA with a known air pollution problem (Los Angeles, Chicago, NYC, Detroit, Dallas, Houston, etc.).