



About Strawberry energy

Strawberry energy develops smart city infrastructure to offer people clean energy, connectivity and relevant local info in public city spaces. With the mission of enhancing the smartness of cities across the world, Strawberry energy brings IoT to outdoor public spaces striving to make people's lives in cities better and more convenient.

References

We have installed 13 public solar powered charging platforms and WiFi stations called Strawberry Trees and had around 400.000 users. During Q3:2015 we will install additional 9 systems in three countries including 4 of them in UK. Our innovations were awarded globally; Strawberry energy won the Verge Accelerate 2014 in San Francisco, was the finalist for the World Technology Award 2013 in the category of Environment, the audience winner at the Startup Europe Summit in Berlin, while the Strawberry Tree is proclaimed as one of „Top ten urban innovations that work“ at the New Cities Summit in Dallas in 2014.

As seen on Financial Times, BBC, CNN, Forbes, The Guardian, etc.

Your challenge

We challenge you to make difference in expanding Strawberry energy's smart city infrastructure in UK and create the foundation for business development in smart urban furniture market that are transforming cities in sustainable, safer and more sociable environment through our advanced technology and state-of-art design.

We are looking for good energetic, organized, determined and enthusiastic person who will help us in the mission of enhancing smartness of cities in UK.

TO-DO LIST

1. Preparation

- Research Target Markets and Customers
- Advise on strategic partners, added value suppliers
- Identify all potential sales opportunities
- Create sales plan
- Find the contacts of target groups
- Make an meeting appointment
- Prepare sales presentation

2. Sales Execution

- Represent Strawberry in client meetings



- Do Sales Meeting
- Do Follow up Activities
- Negotiate
- Signing the contract

3. On site activities

- Preparation for import and customs
- Preparation for installation
- PR and social media activities
- Post- sales activities

Profile of SE Distributor

- Work experience in enterprise sales
- Experience and network of people in fields of Urban Planning, Construction Processes, City&Territorial Development, Smart cities
- Knowledge of building Public private partnerships, procurement and source to pay methods at small and medium businesses
- Experience with government sponsored projects including submitting and winning proposals
- Demonstrated Access to Decision Makers at Local Target Markets
- Ability to liaise with and motivate individuals at all levels of the partner relationships (both private and public sectors)
- Politically astute, good understanding of business, and able to ascertain key decision makers
- The ability to work, function and participate in a startup environment
- Self-starter who takes initiative, goal-oriented and highly motivated
- Will be able to demonstrate success in moving forward a vision through to complete implementation, overcoming significant challenges

Talk to Us!

website: strawberrye.com

facebook: [strawberry.energy](https://www.facebook.com/strawberry.energy)

twitter: [e_strawberry](https://twitter.com/e_strawberry)

linkedin page: [linkedin.com/company/strawberry-energy](https://www.linkedin.com/company/strawberry-energy)