



## BUSINESS DEV FOR ACCESS TO ENERGY

### BUSINESS DEVELOPMENT

**Business development of a big data analytics solution dedicated to energy transition in Asia and Africa through national, international funding bodies and non-governmental organization**

#### Who we are:

Odit-e is an innovative start up whose aim is to deliver software's able to improve reliability, energy efficiency and renewable energy integration within electrical distribution grids. This solution is based on exploitation and analytics of smart meter data. Odit-e smart grid solution research and development team is located in Meylan, France whereas a commercial entity has been created in Barcelona, Spain.

Odit-e smart energy management systems can solve the particular energy challenges of African and South East Asian countries with underdeveloped power infrastructures and in which the extension of the electric coverage or access to energy is the most urgent challenge in a manner consistent with the local environmental, social and economic context. Moreover, this solution can help mature South East Asian power infrastructures to integrate electrical mobility and more renewable energies.

#### Position and mission:

This business development activity will be achieved through national and international funding bodies such as World Bank as well as Non-Governmental Organization. The aim will be to detect, build and deliver business opportunities.

The future business developer will be located in Meylan, France, under responsibility of the Marketing VP and in coordination with the Commercial VP of Odit-e and will have the main following duties:

1. International funding bodies and non-governmental organizations identification
2. Deep understanding of access to energy market needs vs Odit-e offer development, leveraging previous Odit-e experience of the African market.
3. Identification of funding instruments and calls for projects.

4. Construction and animation of a sustainable stakeholders network (European Commission, NGO, local facilitators, AFD, industrial partners ...)
5. Identify relevant projects and consortium
6. Ensure Odit-e involvement in the project definition (use cases, costs, resources, planning, objectives, deliverables ...) till project submission

## Required profile:

1. Strong motivation for sustainable development and energy transition with 3 years experience in this business field
2. Competency in electric distribution, and understanding of artificial intelligence
3. Availability to travel occasionally in developing countries
4. Cross cultural interaction in developing countries with excellent oral and writing skills both in French and English
5. Entrepreneurship spirit and obviously, the motivation to work in a startup environment is essential: small team, quick feedbacks on designed solutions, and more autonomy / responsibilities.

Would you like to take part to the adventure of a young startup, while being an actor of the energy transition? Contact us!

## To apply:

Send resume and motivation letter to [contact@odit-e.com](mailto:contact@odit-e.com)