COMPANY INFORMATION

BeeBryte is using artificial intelligence to get commercial buildings and factories to consume electricity in a smarter, more efficient and cheaper way while reducing their carbon footprint.

Our software-as-a-service (SaaS) is minimizing utility bills with automatic control of heating-cooling equipment (e.g. HVAC), pumps, EV charging points and/or batteries. Based on weather forecast, occupancy / usage and energy price signals, BeeBryte generates up to 40% savings.

To control those electrical equipment, we install a Box in the building. The Box includes an IoT Gateway and submeters. It is connected to the electrical main switchboards and either to the BMS, automation system, SCADA or power inverters.

BeeBryte is supported by Intel and has offices in Singapore & Lyon/France.

Our mission is to empower customers to gain access to cheaper, cleaner and smarter energy by re-inventing the electricity future with both digital and business model innovations.

Come & join us!! www.BeeBryte.com

DATA SCIENTIST / ARTIFICIAL INTELLIGENCE (ENERGY / IOT)
FULL-TIME POSITION
SINGAPORE

POSITION AND JOB INFORMATION

We are recruiting for our Singapore office a Data Scientist (Engineer or PhD) specialized in Statistics, Optimization, Algorithms and Artificial Intelligence to integrate our team.

You'll report to the head of R&D in France and work with various teams in different locations, time zones and cultures. Your main responsibilities will be:

- Active participation in the writing of functional specifications
- Modeling, Prototyping
- Development and implementation of complex algorithms
- Construction of predictive models
- Improvement of learning methods (supervised, unsupervised, reinforcement)
- Development of relevant metrics to support decisions
- Technical integration of new software components to the platform developed by the company
- Participation in the development of BeeBryte’s offer with a high level of performance
- Technical expert in optimization, artificial intelligence technologies, blockchain
- Participate in the drafting of documents for research grants
- Interact with the team and partners
- Communicate the results of studies to technical and non-technical audience...
QUALIFICATIONS

You have an Engineering degree, a PhD or equivalent and you have experience in data science.

You master various optimization techniques and basic technologies of artificial intelligence including deep learning. Ideally you also have knowledge of low-level computing, cryptography and blockchain technology.

You have excellent programming skills, ideally in Python. Knowledge of Google’s TensorFlow, Keras, C ++ and Web technologies is a plus.

Fluency in English is essential for this position. French is a plus.

You are ambitious and have high level of written expression, oral and interpersonal skills.

You have a good ability to understand business issues, develop relevant scientific solutions to continually train you to use advanced techniques and summarize the results.

You are allowed to work in Singapore. **Priority given to Citizens or PRs**

SALES ENGINEER (ENERGY / IOT)
FULL-TIME POSITION
SINGAPORE

POSITION AND JOB INFORMATION

We are recruiting for our Singapore office a Sales Engineer specialized in building energy optimization and HVAC systems.

You'll report to the head of Sales in France and the Singapore country manager. You will work with various teams in different locations, time zones and cultures. Your main responsibilities will be:

- increase sales by acquiring new customers
- develop the commercial strategy in Singapore
- identify targets and reach out to facility managers, decision-makers in industries such as food & beverage, logistics etc, and utilities
- collect key information about market trends and competition
- create marketing & sales documents and pitch the proposed solution/service
- conduct site survey, identify operational constraints and assess technical/economic feasibility
- coordinate work with vendors, subcontractors, internal technical team and the client
- prepare commercial proposals and negotiate contracts up to signature
- manage customer relationship and after-sale service
- report activities to management and manage pipeline process in CRM
- represent BeeBryte at trade shows and speak at conferences
- participate in writing grant and/or funding applications
QUALIFICATIONS

You have a dual degree in Business & Engineering and B2B experience selling technical solutions in the software / energy management industry.

You have a solid network and can demonstrate access to decision-makers in large companies including in the Food & Beverage, warehouse distribution center and logistics market segments.

You have a good ability to understand business issues, develop relevant technical solutions to respond to customer needs.

You understand how BMS & HVAC systems work and can discuss with the facility managers how to interface our solutions with their specific setup.

You are analytical and very familiar with new technologies such as artificial intelligence and IoT.

You have grit and the energy it takes to build a sales pipeline.

You are curious and an excellent listener, can identify opportunity, customize your sales pitch, bond with customers and close deals.

Fluency in English is essential for this position. French is a plus.

You are ambitious and have high level of written expression, oral and interpersonal skills. You are allowed to work in Singapore. **Priority given to Citizens or PRs**

OPERATIONS PROJECT MANAGER (ENERGY / IOT)
FULL-TIME POSITION
SINGAPORE

POSITION AND JOB INFORMATION

We are recruiting for our Singapore office an Operations Project Manager. You will be supervised by our Head of Operations based in France. You will be the point of contact between the Sales and technical teams.

You will lead the design, procurement, installation and operation of our energy cost reduction projects in Singapore (and SE Asia) for various customers including Food & Beverage products plants; Warehouse distribution centers, etc.

An Operations Project Manager at BeeBryte is a true leader; you take the lead in the organization in executing our projects from start to finish. You make things happen. You’re creative in finding solutions, both on the commercial and technical side, in order to be able to assist on improving the product and customer satisfaction. You perform excellently in demanding situations; your planning skills are supreme and you’ve got a fine nose for picking the right supplier. You’re carrying a great responsibility
RESPONSIBILITIES AND DUTIES

• Develop, recommend, prioritize and provide execution oversight of all projects in Singapore
• Assess clients’ needs and conduct site surveys
• Identify at each site electrical equipment that can be controlled by BeeBryte and their respective operational constraints, conduct technical feasibility to install our Box and connect to the electrical equipment, and recommend course of actions for each potential customer
• Develop relationships with Equipment Vendors, Electricians, ESCOs and M&E engineering
• Support the Sales team and generate leads
• Create an ecosystem of preferred partners offering “BeeBryte-ready” control systems for faster deployment of our solution, and enhanced scalability
• Oversee collection of and analysis of all key utility/billing data & capital project justifications
• Drive implementation of best practices, manage central database of all projects and costs
• Publish key monthly reports for management team with project timing and performance
• Establish, maintain and track project schedule and resources, including subcontractors and vendors to project completion
• Provide on-site interface with customer stakeholders daily to resolve complex issues
• Exceed customer expectation and delivers solutions within approved budget and schedule commitments while maintain requires quality and compliance standards
• Negotiate and contract with various suppliers
• Check up on subcontractors and keep track of the process on site and all safety measures
• Work with various teams in different locations, time zones and cultures

QUALIFICATIONS

• Education: Technical diploma or Bachelor’s Degree in engineering
• Min 5 yrs of experience in engineering/energy management in an industrial environment
• Ideally electrical accreditation and specialization in commercial refrigeration and HVAC
• Singapore Certified Energy Manager (SCEM) is a plus
• Solid knowledge in electro-mechanics, on-board computing, networks
• Prior knowledge in thermal & plant engineering (e.g. HVAC) and/or CAD are a plus
• Experience with building/factory information systems such as BMS, SCADA or similar systems
• Proven track record of solving problems related to customer expectations, supplier challenges and team communication
• Strong MS Office system skills (Excel, Power Point & Word)
• Excellent written and verbal communication skills – must be able to communicate fluently in English both verbally and in writing
• Should be extremely facts and data oriented.
• Should be deadline and closure oriented.
• Strong communication, interpersonal, persuasion, facilitation and influencing skills
• High Energy Levels. Should be self-driven.
• Strong analytical, organizational and project management skills.
• Must be able to thrive in a fast-paced, rapidly evolving environment with varying priorities, based on a team building culture
• **Allowed to work in Singapore. Priority given to Citizens or PRs**
WHAT WE OFFER

If you choose to come and work for us, we will offer:
- a welcoming and inclusive environment
- extensive development opportunities

You will work in the artificial intelligence field applied to the energy sector, join a fast-growing start-up and be part of its spearheading team, quickly take on responsibilities, learn and be a source of proposal.

HOW TO APPLY?

Please send:
- your cover letter;
- an updated CV;
- your availability date;
- your salary expectations.

To: patrick.leguillette@beebryte.com

Applications without cover letter will not be considered
Make sure you indicate why you want to join BeeBryte and why you think we should hire you.

Only shortlisted candidates will be contacted.