



Business Development Analyst

ABOUT PANTAS CLIMATE SOLUTIONS

Pantas Climate Solutions is a cutting-edge climate tech startup that empowers businesses to combat climate change through innovative technology and actionable insights. Based in Kuala Lumpur, we are focused on creating sustainable solutions that cater to the global market.

Our platform utilizes artificial intelligence and advanced analytics to help businesses measure, monitor, and minimize their carbon footprint. We enable companies of all sizes to take part in the global climate change battle by providing user-friendly tools and resources to drive impactful change.

The Pantas team is composed of skilled software engineers, data scientists, climate experts, and visionary founders who are passionate about addressing climate change. Our leadership has a proven track record of launching and scaling companies in various sectors.

Pantas is supported by VCs based in Silicon Valley and private equity and hedge fund investors based in US, Europe, Hong Kong and Singapore and one of the largest conglomerates in Southeast Asia.

Pantas operates similarly to a US-based startup and offers its team members a sense of ownership regardless of rank. It is a fast-paced organization with a flat management structure that focuses on enabling its team members to succeed in their careers.

1.1 About the Role

We are looking for a dedicated and experienced Business Development Analyst who is passionate about climate and eager to drive growth in our startup. This individual should be comfortable working independently in a fast-paced, dynamic environment and possess strong interpersonal skills to engage with key stakeholders and secure commitment for adopting the Pantas Climate Solutions platform.

1.2 Key Responsibilities:

- Develop and execute sales strategies targeting specific markets and industries
- Identify emerging market growth prospects
- Contribute to the overall growth of Pantas Climate Solutions in target markets
- Possesses a robust ability to learn climate science concepts, a skill that is essential for excelling in this position
- Leverage technical knowledge to optimize lead engagement, conversion, and retention
- Showcase strong commercial and business development acumen

2.1 About You

- Adaptable, self-motivated, and eager to learn in a rapidly evolving startup environment
- Able to independently engage with potential clients on climate-related topics confidently and effectively
- Detail-oriented, task-focused, and results-driven
- Exhibit exceptional communication skills

2.2 Required skills:

- Research and analysis
- Proficiency in Google Workspace (Slides, Sheets, Docs)
- Exceptional written communication skills
- Creative problem-solving and ability to identify key opportunities
- Resilient and persistent in overcoming obstacles and objections
- Beneficial additional skills:
 - Existing knowledge of climate change, carbon accounting, carbon emissions
 - Prior B2B / SaaS experience

3.1 Your Approach to Work:

- Goal-oriented with a strong focus on achieving objectives
- Skilled at presenting ideas in a customer-centric manner
- Analytical and detail-oriented, capable of synthesizing data and generating actionable plans
- Proactive self-starter, able to prioritize and manage multiple tasks and deadlines
- Comfortable working collaboratively and fostering a team environment
- Enthusiastic about creative problem-solving and thinking outside the box

4.1 Preferred Background:

- A Bachelor's Degree in Business Management, Sales, Marketing, or a related discipline, or 2+ years of relevant experience in a Business Development or Sales Account Executive role

5.1 What Pantas Offers You

- A competitive salary, with bi-annual salary revisions
- An opportunity to make a meaningful impact in a pioneering organization with a strong sense of purpose
- A dynamic, multicultural work environment that encourages skill development, collaboration, and innovation
- A supportive company culture where your ideas will be heard and valued, and where teamwork across different functions and global partners is the norm

If you are interested in learning more about the role, find us at pantas.com or feel free to reach out to us at jobs@pantas.com for further information.