

Market Analyst

Location: Greece, Thessaloniki

Level: Mid/Junior

Relevant experience: 1-3 year(s)

About NET2GRID

NET2GRID is a young, innovative company that offers leading-edge machine learning services in energy insights based on smart meter data. We pride ourselves in delivering market leading AI algorithms to identify individual appliances, measure their consumption and determine their efficiency in comparison with the best in class. Our service is used by energy suppliers worldwide helping them to build a loyal customer base of satisfied customers, reduce their operational cost and expand their business. NET2GRID was [certified](#) as a Great Place to Work in 2022!

We have offices in Zeist (The Netherlands), Thessaloniki (Greece), Bend (USA) and work together on a daily basis. **For this position, you will be based in Thessaloniki, Greece.**

Is that something you'd like to contribute to?

Who you are

You have a track record of executing highly impactful research with cross-functional teams. As a Market Analyst you will play a vital role in analyzing market, client and product needs. Your solid research will inform business development strategic decisions. You will be conducting primary research to gather detailed information from the field on a



Classification: Internal ▾

NET2GRID

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number of topics. You will also be processing already existing information in order to render it useful to the specific needs of the company. You will focus on analyzing and following competition and keeping up with market trends. Your work will inform strategic decisions with regards to business and product developments.

Your responsibilities include:

- Conducting research to identify markets and prospects which meet predefined criteria
- Competition analysis on proposition, marketing messaging, product and price benchmarking
- Identifying new value add services / solution themes for existing markets
- Identifying and sizing new market growth opportunities in existing and new markets
- Identifying potential product partnerships
- Processing information from various sources in order to make it useful for the company's business development strategy

We give you a lot of space to take initiatives. You'll be working on a daily basis with the Sales, MarCom and Product team members and have regular exposure to leadership members of the company.

As a Market Analyst you help maximize the efficiency of a constantly evolving product and in an environment where creative solutions are the norm. You will report to the Director of Product.

Your profile:

- Proficiency in English; additional languages are a plus
- International working experience
- Bachelor's or Master's degree

- Excellent desktop research skills
- Proven ability to drive research and related initiatives
- Able to translate market needs into high-level product requirements
- Able to explain why we need to do certain things into a lean business case
- 3-5 years relevant work experience
- Assertive and proactive attitude
- A motivated self-starter
- Empathic and communicative skills
- You are a real team player but still able to work independently
- You are able to work in an organized manner
- You're willing to put in the extra hours if it is needed
- Experience working collaboratively with global sales, product owners, design, operations, and customer research teams
- You can take initiatives and actively participate in shaping and improving team and company processes

Preferred Qualification

- Relevant professional experience in the area of electric mobility / home energy management / smart home / telecom / consumer electronics / SaaS products / IT Services
- Experience in a consumer focused technology company that delivers B2B SaaS products

We give you a lot of space to do your own thing within the product team that is young, enthusiastic and values personal contributions. You'll be part of a team of highly-skilled professionals that is growing fast.

Why work at NET2GRID?

NET2GRID offers a dynamic start-up environment where you are able to take your career to the next level. If you are passionate about customer engagement, product life cycle management, product innovation or you're passionate about the energy transition, new energy business models and innovative customer projects, join us!

How to apply?

Please send your CV (2 pages max) at hr@net2grid.com.