

# Sirris – Business Developer - Energy Transition & Defence

## In search of a Business Developer - Energy Transition & Defence

Would you like to have an impact on sustainable and reliable technical solutions for tomorrow's world? Our team works in the energy transition and defence industry, giving national and international customers direct access to multidisciplinary knowledge, expertise and infrastructure with a view to innovation in the fields of on- and offshore wind energy, green hydrogen, energy storage, solar energy and other sustainable solutions. We offer companies the chance to have their products and machinery tested, validated and certified prior to market launch, by means of test campaigns in our climate chambers. Our climate chamber infrastructure allows us to test large, complex set-ups such as wind turbine components, battery systems, heavy vehicles and defence applications in realistic and extreme climate conditions. In addition to our fixed large climate chamber in Antwerp, which is internationally unique and playing a key role in the energy transition, we have introduced a new, innovative concept: a mobile climate chamber that we can set up on location for test and validation projects at our customers' premises.

To maximise the marketing of this test infrastructure, we are looking for a **Business Developer with vision, technical depth and commercial flair** to guide companies in their energy transition innovation efforts.

### Your role

You will be pivotal to business development and sales relating to our climate chamber infrastructure, with a strong international focus:

- You will be responsible for sales & business development relating to the fixed climate chamber in Antwerp, with the aim of selling test and validation campaigns and expanding the customer portfolio:
  - Actively managing the existing customer portfolio (account management).
  - Proactive, international prospecting in Europe and acquisition of new customers in various market segments: energy transition (wind, solar, batteries), defence, off-highway & heavy vehicles, OEMs.
  - Full independent follow-up on the existing commercial funnel and participation in international trade fairs and networking events in order to identify and follow up on prospects.
  - Further commercialisation of both the climate chamber and its recent expansion, including supporting our marketing and communication teams.
  - Talking to customers about their testing needs.
- You will be responsible for the business development of the mobile climate chamber:
  - Launching and positioning this completely new, unique and innovative market offering.
  - Exploring new markets on a European scale and building new ecosystems.
  - Providing input on future applications and market expansion.
- You will understand the relevant industrial market and its offerings, target the right business contacts and use the right market strategies to attract B2B companies, and generate and follow up on leads.
- You will be responsible for the pre-engineering of test projects by developing test plans together with our test engineers, and for evaluating and following up on test campaigns.

- You will spot needs in the market to enable the further expansion of our research & development activities.
- You will help to identify existing and new market needs and develop improvement projects and new offerings with the team.

## What do we expect of you?

- You have a master's degree in electromechanics and commercial flair, or you have an economics/business management background with strong technology experience in relevant sectors.
- You have sufficient technological knowledge to discuss content with customers and engineers.
- You have at least five years' experience in business development and account management in a relevant sector: in the energy transition, at technology companies, in heavy industry, at OEMs or at certification companies.
- You have the ability to analyse companies' needs and are good at relationship building.
- You are proactive, independent and entrepreneurial.
- You feel comfortable in a broad, multidisciplinary context.
- You have working experience in the Belgian market and an international mindset.
- You are a team player who can work with multidisciplinary teams (technical teams, marcom teams, administration, etc.).
- You are fluent in English (other languages such as Dutch and French are a plus).
- You are willing to travel (3 to 4 international trade fairs per year + customer visits in Belgium and abroad).

## What do we offer you?

- At Sirris, innovation and collaboration are key. You will work in an environment where technological progress and sustainability go hand in hand. Together we make companies ready for the future.
- An exciting and unique position within a dynamic and innovative team.
- The opportunity to work with leading companies and technology experts who are at the heart of the industrial fabric in Belgium.
- A stimulating environment where you can further develop your expertise.
- Flexible working hours and the opportunity to work in one of our offices in Belgium or partially from home.
- A competitive salary package with fringe benefits.

### Interested?

Send your CV and cover letter via our online application tool. Would you like more information about the position? Do not hesitate to contact [Franne Godderis](#).

### Together we build the innovations of tomorrow!

*Sirris is committed to an inclusive approach to recruitment and selection, where every candidate is treated equally regardless of age, gender, origin, religion, or other personal characteristics.*

*Unfortunately, we cannot support international relocation in our onboarding process.*

<http://www.sirris.be/>