

Position	Business Developer (m/f)
Reporting to	Chief Sales Officer
Location / Travel	Office in Luxembourg / Travel 30 - 40% (mobility on site)

The Business Developer is in charge of prospecting for new potential clients by networking, cold calls or adequately guiding APATEQ agents.

The main responsibilities will be:

- Identification, approaching and connecting with new prospects,
- Turning prospects into clients, increasing the revenue of the company by closing new business deals,
- Developing and maintaining excellent customer relationships, responding to customers within agreed timescales to ensure customer confidence and satisfaction,
- Representing APATEQ at trade shows and official trade missions, presentations at official events.

The ideal candidate should meet the following requirements:

- Academic background University degree in Engineering, Business Administration or equivalent.
- Professional experience 5 to 10 years of experience in an industrial environment, ideally in the water sector.
- IT skills Good general knowledge; MS Office, MS Project.
- Language skills Fluent in English; German or French would be an asset.

Soft skills

- Ability to negotiate commercial and technical constraints with a view to closing deals,
- Ability to develop networks and manage agents,
- Entrepreneurial spirit, autonomous and self-starter with a strong sense of planning and organization,
- Hands-on attitude, conceptual and out-of-the box thinking,
- Good team player, problem solver and attention to detail,
- Well structured and organized, proactive and resourceful,
- Well spoken, good listener with strong communication skills.