

<u>Position</u>	Business Developer (m/f)
<u>Reporting to</u>	Chief Sales Officer
<u>Location / Travel</u>	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.

How to apply:

Please send your CV in English as well as a motivation letter and certificates as PDF file to careers@apateq.com.

For any questions, please contact Mireille Wellenreiter (Chief Administration Officer).
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