Senior Business Development Manager

Type: Full-time
Location: Louvain-la-Neuve, Belgium

About ARK Capture Solutions:

ARK Capture Solutions is a Cleantech company providing versatile and affordable decarbonization solutions. Our mission is to fight climate change by unlocking Carbon Capture technology and avoid releasing carbon dioxide into the atmosphere at point source emissions.

Job Summary:

You are motivated by innovation, autonomy, and real-world impact? ARK is seeking a **Senior Business Development Manager (10-20 years exp.)** to lead the commercial deployment of our carbon capture technologies.

You will serve as a key pillar of ARK, scouting for new commercial leads across the world and delivering concrete projects, going from pre-contacts to entire commercial projects follow-up, ensuring that our Customers enjoy the best experience by purchasing ARK equipment. You understand how to balance customer expectations, commercial constraints, and engineering realities, and you know how to communicate those trade-offs clearly.

Key Responsibilities:

- **Drive Commercial Deployment:** Assess the market of CCUS together with the management team, understand the main trends and deliver potential customer leads around the world that are strategically linked to ARK's commercial roadmap. You have a good knowledge and overview of the ongoing CCUS projects worldwide.
- **Sales leadership:** You lead the sales cycle, taking the full ownership on all the different aspects: sale and contract negotiations, knowledge of the contract, insurances, guarantees, legal aspects, etc.
- **Networking:** Bring a strong network to ARK and you are willing to expand it in the coming years.
- **Customer Relationship:** Understand the customer priorities and needs, how they differ from one market to another and you bridge these aspects with the technical teams, mainly with the Proposal Lead.
- **Continuous Improvement:** Proactively identify opportunities for business development enhancement and implement improvements, showing a hands-on approach to innovation.
- **Project Management:** Manage the business development in close collaboration with the Management Team of ARK.
- **Teamwork:** Collaborate in a dynamic environment, sharing knowledge with the team and driving continuous innovation, hand-in-hand with the technical team (Proposal Lead & Operational Teams) and the management team.
- **Documentation:** Build and maintain detailed commercial documentation, including roadmaps, portfolios, etc.

Qualifications:

- **Education:** Master's degree in Business, Commercial, Mechanical or Electromechanical Engineering.
- **Experience:** 10-20 years of experience in Sales and/or Business Development within the industry with an exceptional track record. You are used to find new customers, scale businesses, explore new regions and propose clear business development strategies.
- **Technical Proficiency:** Strong knowledge of the commercial processes, sales cycle, with a willingness to learn about the CCUS industry. You are autonomous to discuss the contracts, NDAs, MOUs, lead all the aspects of the commercial deployment.
- **Analytical Skills:** Excellent analytical, problem-solving, and decision-making skills.
- **Interpersonal Skills:** Excellent communication (EN, FR/NL, other language is a plus) and collaboration skills to engage effectively with multidisciplinary teams and stakeholders, fostering a cohesive and productive work environment. Ability to work in a fast-paced, dynamic environment.
- **Comfort working in a fast-moving startup**: The priorities always evolve and what needs to be delivered as well, being able to always adapt to these different changes.
- **Willingness to travel:** The commercial development of the projects will require frequent business trips to the customer facilities, fairs & conferences.

How to Apply: please send your resume to info@arkcapturesolutions.com