

## BUSINESS DEVELOPER

Full time  
Eindhoven / Rotterdam  
(The Netherlands)

### About you

- you are a can-doer and for you 'a glass is always half-full'
- you are a team player, both in the organization and the market
- you have a drive to work for a disruptive tech pioneer worldwide
- you want to make this world a better place and with a key role for technology
- you are creative and deliver

### About us

Ioniqa is a scale-up specialized in circular processes for plastic materials and in 2019 launching an industrial process for PET packaging materials with other materials to follow soonest. The new plant will be the basis ('blueprint') for its licensing strategy. Located in Eindhoven with its R&D labs and offices and with a Demo plant in the Port of Rotterdam successful test have been performed together with leading value chain partners. Recently a Euro 10M funding round was completed.

### The Job

You will be responsible for business development activities that drive the growth and development of Ioniqa and increases revenues and profits of the business plan. Your main tasks include:

#### Strategy

- Planning and coordinating the implementation of the business plan and penetration of new markets. Prepare and present sales-presentations for clients and to the Management Team

#### Market

- Develop new business opportunities through new relationships and expansion of existing accounts
- Good market understanding and knowledge of the market including targets, industries and competition and provide market reports and feedback to the Management Team
- Support in the development of new business, including lead generation and opportunity identification

#### Product / License

- Provide market input for the optimization of the end-product and
- Contribute to the licensing strategy and package

### The offer

- Competitive commercial package including stock option plan
- A dynamic working environment

### Requirements

- Master's degree with more than 10 years' business development experience in the plastics industry will be advantageous. Ability to do presentations and negotiate at Cx-level
- Creative, results driven, self-starter with excellent communication and presentation skills
- Strong negotiation and presentation skills
- Possess relevant industry knowledge with business acumen. Have a track record of successful new business developments

### Contact

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