



Company Description

CIDETEC is a Technology Centre that brings together three leading international centres in the fields of Energy Storage, Surface Engineering and Nanomedicine. For more than 25 years, we have been working with leading companies to develop technology that makes the world a better place.

Information

 Deadline: 2025-03-18
 Category: Business
 Province: Gipuzkoa

 Country: Basque Country
 City: San Sebastián

Company

CIDETEC



Main functions, requisites & benefits

Main functions

As a Business Developer Representative, you will be responsible for identifying sales opportunities, profiling prospective customers, discovering their needs and driving new business through various outbound campaigns. Part of a team composed of modelling and experimental researchers, you will follow the latest R&D development of the battery modelling team, exposed new software functionalities to clients and transmit their needs to the R&D teams. You will prospect clients via the company network, fairs and conferences as well as your personal network. Your work will focus on the following activities: Strategy: To create, define and implement, in conjunction with the Management, the sales strategy and policy of PROTEO (activities, services, markets, customer typology, pricing policy, setting of sales targets, etc.). To be responsible for the promotion and image of PROTEO within the market. Sales and Marketing Search for and follow-up of strategic and non-strategic customers. Negotiating and monitoring the company's current and potential contracts. Promoting the image and brand of PROTEO. Promoting and developing external networking that favours the strategic positioning of PROTEO. Organisation and people: Participating in the development and implementation of the Management Model to enable the provision of services in accordance with the established standards, promoting all actions aimed at improving the levels of communication, commitment, participation and sharing of knowledge. Competitive surveillance Analysing and understanding the market and the existing or potential competition, defining actions to improve market share and the positioning of PROTEO. Regularly and systematically maintaining a rigorous knowledge of the market and competition in the commercial environment, using customer satisfaction studies when considered appropriate.

Requisites

Education: Mathematics / Physics / Engineering. Languages: High level of written and spoken English. Knowledge: The ideal candidate will showcase expertise in: Software sales experience. Furthermore, familiarity with the following domains will be advantageous: Battery field. Battery modelling. Observations: A highly motivated person, with a keen interest in sales of softwares based on research and innovation activities, you will join a multidisciplinary team. You will be able to organise your work, meeting both the deadlines and the established objectives. Good communication skills, both verbal and written. Having undertaken a placement abroad and more than 10 years' work experience in similar environment will be considered a add-value. *We positively value applications from people with a disability equal to or greater than 33%, in compliance with current legislation, the General Law on the Rights of Persons with Disabilities and their social inclusion (LGD).

Benefits

Professional development opportunities that allow you to build a solid career, working on projects that transform both industry and society. Work with teams at the very highest level in local, national and European settings. Work-life balance initiatives. Continuous training. Privileged setting in a safe and friendly environment. Variable remuneration package for all employees.