

Business Developer – International Business Strategy for Materials Science start-up

Unique opportunity for building and designing the commercial foundation for a unique materials science-based startup. With an EU-funded two-year project, we are set to scale-up and build our commercial success with a unique new adhesion technology based on more than 12 years of scientific development.

In direct collaboration with the CEO and the technical team, you will be in charge of designing the commercial foundation for the business to carry the full commercialization of our technology beyond the funded project.

Danish RadiSurf is developing the future of adhesion and has just been awarded substantial support of blended EU finance from the EIC Accelerator Pilot program to fully commercialize and scale its high-impact RadiBond™ technology. RadiBond™ represents a game-changing, reversible, and sustainable method for joining materials, based on polymer brushes, that provides superior strength, stability, chemical safety, and tightness compared to conventional adhesives. With the new financing, RadiSurf is now hiring specialists to join our dedicated team and embark on a fantastic journey to build the next European industrial adventure.

You

Creatively thinking business minded and with a positive and extroverted nature. You have a strategic mind and a practical approach to problem solving.

You have experience in understanding technical challenges and can understand complex technical problems and translate them to business questions.

You have experience in taking ideas and transform them to practical business cases, forecasts, and budgets.

With a curious mind you are eager to understand the customers pains and needs and translate that into solutions.

The job

You will enter the world of Business Development in a dynamic startup. You will be a key player in the team to ensure our future commercial success. Business Development in a startup will get you involved in everything from strategic business plans and high-level market research to cold canvas sales and marketing. You should be able to prioritize and deliver on the most urgent tasks in a changing environment. You will be the main driver in developing the business and sales strategies to bring our company from 8 to 50 employees and a break-even business within the next 4 years.

You will be developing our international customer network to ensure the strategic collaborations to make our adhesion technology one of the most important in the future of manufacturing.

Tasks

- Strategic planning
- Key-account management
- Client-based business-case development
- Market research and forecasts
- Sales
- Marketing

Expected competences

- Business development training and experience
- Sales experience
- Experience with financial forecasts and market research
- Capable of understanding technical/science-based challenges
- An international networker
- Structured and detail oriented
- Fluent English in speaking and writing

Positive extra

- Experience from materials or manufacturing industry
- Legal contract experience

Salary

Salary based on qualifications with success-based compensation.

Location of work

You will be based at our HQ in Aarhus, Denmark, but a number of travelling days a year must be expected.

Start date

As early as possible after September 1st, 2020

Application

Please send CV, motivated cover letter and other relevant information to:

info@radisurf.com

Deadline for submission of application is August 15th, 2020

For more information you may visit our webpage: www.radisurf.com

For any inquiries regarding the job, please contact:

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