

Job Title: Senior Business Developer (m/f/d)

Location: Lausanne, Switzerland

About us

Beyond Scroll is an EPFL spin-off based at the EPFL Innovation Park in Lausanne. We fill the gap of the hydrogen compression market at low pressure with our oil-free scroll compressors which enable a more energy-efficient green hydrogen production. To grow our team, we are looking for a visionary *Senior Business Developer* passionate about leveraging sustainable solutions and business opportunities to fight against climate change.

Your responsibilities

As a Senior Business Developer, you will play a pivotal role in identifying and developing business opportunities that align with our purpose of contributing to the world's energy transition by fostering the use of green H₂. Your duties will include:

- Identify and assess potential opportunities related to climate change mitigation, such as renewable energy projects, sustainable infrastructure development, and green H₂ technology.
- Build and maintain strong relationships with key stakeholders, including government agencies, industry partners, and funding organizations.
- Conduct market research and analysis to identify emerging trends, market demands, and potential competitors in the green H₂ industry.
- Collaborate with the R&D team to develop innovative solutions that drive sustainable growth.
- Prepare and deliver compelling business proposals, presentations, and reports to stakeholders.
- Stay updated with the latest developments in climate change policies, regulations, and funding opportunities.

Your qualifications

- Bachelor's degree in Engineering, and higher education in Business Administration, Economics, Environmental Sciences, or a related field.
- Proven experience in business development, preferably with a focus on the H₂ industry.
- Basic knowledge of compressor technologies and market, or strong willingness to learn.
- Solid understanding of climate change issues, policies, and global environmental challenges.
- Demonstrated track record of successfully developing sustainable business opportunities.

Soft skills

- Excellent analytical and strategic thinking skills, with the ability to assess market trends and identify potential risks and opportunities.
- Strong negotiation and relationship-building skills, to engage and influence stakeholders.
- Exceptional communication and presentation skills, to effectively convey complex ideas.
- Experience in project management and ability to drive initiatives from conception to implementation.
- Proactive attitude and enthusiasm to work in a fast-paced environment

If you are a passionate and results-driven individual with a desire to make a significant difference, we encourage you to apply to this position. We also offer opportunities for growth within the company.

The official language of the company is English, but our team members also speak Italian, Spanish and French. To apply, please submit your resume and a cover letter to hr@beyondscroll.ch.

We look forward to hearing from you.

Sincerely,
Beyond Scroll's team