

Open Position - Strategic Business Developer

The company

Exobotic Technologies is a young start-up, developing state-of-the-art autonomous robotics platforms and prototypes for multiple environments (air, land, water and space). Exobotic Technologies is specialized in robotic integration and software development for control, navigation, perception and user interaction. In its workshop near Ghent fully functional prototypes are being built including mechanical and electronic components. Exobotic's engineers combine theoretical knowledge from their strong academic background and hands-on abilities in robotics and prototyping.

Your profile

The ideal candidate should be energized by the pursuit of impactful business/partnership opportunities, and the negotiation of the complex agreements that accompany them. They should be an end-to-end strategic thinker with a preferable technical background and the ability to influence others via masterful storytelling.

Requirements:

- You have an entrepreneurial mind-set and are willing to help grow the company
- 2+ years of business development experience or similar, with preferably +1 year focused on strategic initiatives
- Exceptional strategic problem solving and analytical skills; ability to frame new, ambiguous and complex issues; able to generate insight through rigorous analysis.
- Proven ability to structure complex partnerships and the associated agreements in collaboration with business units, legal, product, and GTM teams.
- Track record of working independently and dealing with ambiguity in a very dynamic environment across companies
- Ability to quickly establish rapport and work collaboratively with peers; a true team player
- Master degree in engineering or similar that allows you to transfer complex information into a simple and understandable language
- Incredible senior gravitas – compelling storytelling and presentation skills with a track record of building relationships and influencing senior executives, including C-level, across companies is a plus
- BA, MBA or MS Degree is a plus
- You speak Dutch, English and (French) and are located in Belgium

Responsibilities:

- Create transformational business and product development opportunities - leveraging market insights, company strategy, and opportunistic thinking.
- Deliver trajectory changing business growth and earnings-worthy outcomes over a short to 2 year time horizon.
- Drive complex partnership negotiations from inception to execution. Evaluate risk vs. reward, gives and gets, and requirements to ultimately secure world class terms
- Build relationships and secure buy-in from executive stakeholders both internally and externally via masterful storytelling, data-driven analysis, and partner/customer empathy.

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The benefits of joining our Team:

- An transparent, dynamic, and flexible work environment, where visionary ideas and creative thinking are materialized
- Join a great team of talented and passionate engineers with big projects for the future
- The opportunity to become a part of the core team as a co-owner of the company (shares)
- A good salary package that is equal for all core-team members
- A manufacturing workspace and office close to Ghent and easily accessible by car and train.

How to apply:

If you are interested to know more about this open position, go to <https://exobotic.com/jobs>, upload your resume and fill in the application form. Please make sure to include the required references.



Building Robots, Exploring Frontiers

 www.exobotic.be

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