

Achilles Design job description:

Senior Business Developer

About Achilles Design

Founded in 1994, Achilles Design is a fast-growing innovation & design agency with a deep-rooted track record in developing truly meaningful innovation for its clients.

With a highly creative workforce of over 30 senior product designers, engineers, digital, graphic & brand designers, as well as innovation consultants, we are specialists in innovating the core products and processes of our clients, who range from young growth businesses to multinationals.

Driven to create positive user experiences, our core competency is the mastery of the whole creative process from design ideation to mass production and implementation. On various occasions, we have proven that we can manage very complex design trajectories that include mechanical, electrical, electronic, software, and digital engineering challenges.

We are experienced in innovation consultancy including business process (re-)design and developing and implementing complete innovation trajectories. We also conduct innovation and design thinking workshops.

Our clients appreciate us for our competences around product design, process design, system design, graphic & brand design, prototyping, 3D printing, planning and preparing industrial manufacturing processes, business process (re)design as well as design research.

Throughout our history, we have registered dozens of patents and won many design awards, both in Belgium and international.

For more information about Achilles Design, visit our website www.achilles.be

Job function:

Senior Business Developer

Job Description:

- You are an experienced business developer or account manager in the field of product design and/or mechanical engineering and have a portfolio of relevant business contacts that you can activate.
- The Senior Business Developer is responsible for client lead generation and actively pursues relationship building and networking within relevant business circles.
- You are comfortable to attend business networking events and build relationships, including executive-level-contacts
- You are a good listener and able to identify relevant business and execution problems in the market, which could be solved by product designers, engineers, service designers or a combination thereof
- You are a door opener and a team player; you understand that selling design & engineering projects is a team effort.

Profile Requirements:

- You have a Masters or Bachelor diploma in a relevant discipline
- You have a mature and positive personality
- You are a good planner and an excellent communicator overall
- You are able to lead the planning around business development and involve relevant seniors
- You have high ethical standards and a good sense of initiative and responsibility
- You are passionate about design and technology and you are pragmatic.
- Language skills: Dutch (very good), English (very good)

What we offer:

- At Achilles Design, which is organised as a self-managed organisation, you work at the forefront of innovation in Belgium with access to newest trends in product design & engineering, digital, innovation & service design, as well a brand design.
- We offer a challenging set of multi-sector projects that are typically strategic for our clients.
- You find an exciting work environment influenced by dynamic, creative, and multidisciplinary teams.
- Our organisation has a young, positive and open-minded culture with the ability to permanently reinvent itself.
- We offer an attractive to above-market total compensation package.
- At Achilles Design, you have the opportunity to contribute to the success of truly meaningful innovation for our clients.

Interested:

Please send your CV to jobs@achilles.be or call +32 (0)15 41 02 72 for further inquiries.

Achilles Design bvba

B-2800 Mechelen
+32 0) 15 41 02 72

info@achilles.be
www.achilles.be

