

Business Development Manager – EMEA – Corrosion & Cathodic Protection

Job description

Keywords: Corrosion, Simulation Software, Digital Twin, Pipeline Integrity, Cathodic Protection

Department: Sales

Starting Date: Immediately upon Selection

Reporting to: CEO of Elsyca

Role: Business Development Manager – PROTECT Division – responsible for growing Elsyca's business presence on the assigned territory in EMEA, strategically acquiring new clients, and identifying business opportunities.

Location: Preferably in Leuven, Belgium, but remote in Europe is possible

Employment: Full time

The Opportunity

Elsyca seeks a Business Development Manager with a proven track record in selling engineering software solutions and engineering simulation services, or advanced technical solutions and services within oil & gas and related industries. The ideal candidate has expertise in cathodic protection, AC mitigation, and pipeline integrity management.

This is a unique opportunity to contribute to the ongoing digital transformation of the oil & gas industry, driving adoption of advanced simulation solutions to enhance operational efficiency and performance.

The Role

The primary objective of this role is to grow Elsyca's business in EMEA (Europe, Middle-East & Africa) region by driving revenue growth for its engineering software solutions and services. These solutions include corrosion simulation, digital twin deployment, cathodic protection, AC mitigation, and integrity management for the oil & gas industry.

You will be instrumental in shaping business strategies, leveraging your understanding of the market to establish Elsyca as a trusted partner for asset owners and contractors. Key responsibilities include engaging with clients, identifying sales opportunities, and ensuring high levels of customer satisfaction.

As the Business Development Manager, you will represent Elsyca towards our clients on the territory, fostering strong relationships and driving strategic growth.



Key Responsibilities

- Develop and execute a strategic plan to expand Elsyca's client base in the assigned territory & within the Energy sector (in particular Oil & Gas).
- Lead customer engagement strategies, leveraging Elsyca's digital twin and cathodic protection solutions to address industry challenges.
- Drive the technical discovery and qualification processes to match target business problems with the company's offering. Work directly with customers to define and realize the business value of our solutions. Engage technical teams as needed and communicate the Sales Plan effectively.
- Identify and pursue new business opportunities through outreach, networking, and collaboration with marketing.
- Build relationships with key players in the oil & gas industry, including asset owners, operators, and contractors.
- Represent Elsyca at industry events, trade shows, and conferences to strengthen the company's market visibility.
- Collaborate with internal teams (technical, marketing, and operations) to ensure alignment and execution of sales strategies.
- Maintain detailed records of activities and forecasts in the CRM system.
- Negotiate and close deals, ensuring client satisfaction while achieving sales targets.
- Gather market insights on customer needs, competition, and pricing to refine Elsyca's offerings.

About You

- A general interest in engineering or technology, combined with a proven track record in business development within a technology-driven company (ideally engineering software) in oil & gas or related industries.
- Having acquired this experience in a small or medium size company is a nice plus.
- Strong understanding of cathodic protection, corrosion management, and pipeline integrity is an asset.
- Proven ability to collaborate effectively with international colleagues, ensuring alignment across global teams and objectives.
- Demonstrated ability to build trust and maintain relationships with industry stakeholders.
- Technical degree in engineering or a related field is preferred.
- Fluency in English; additional proficiency in German or Arabic is a plus.
- Exceptional communication skills, with the ability to present complex solutions clearly to diverse audiences.
- Resilient, self-motivated, and goal-driven, with a strong team-oriented mindset.
- Ability to travel extensively (up to 30-50%) across Europe, Africa or Middle-East as needed.
- Being located in Belgium and able to work partially in the office in Leuven is a nice plus.



What We Offer

- Full-time employment in a dynamic and highly ambitious company.
- The opportunity to contribute to the expansion of a trusted global brand in technical excellence.
- Work autonomy with a results-oriented culture.
- Access to professional development and training opportunities.
- An attractive salary aligned with your experience and impact.

About Elsyca

Founded in 1997, Elsyca specializes in numerical modeling of electrochemical processes. The company's cutting-edge solutions address challenges in corrosion design, cathodic protection, and AC mitigation. Elsyca's software and services are trusted by major pipeline companies across North America to improve pipeline integrity and reduce the cost of ownership.

Elsyca combines engineering expertise, proprietary simulation tools, and a focus on innovation to deliver exceptional results for clients in oil & gas, automotive, aerospace, and energy industries.

Contact

If you have any questions or if you would like to apply, send an email to recruitment@elsyca.com

