

## International Business Developer– Engineering Software for Electrochemistry

### Job description

**Keywords:** Electroplating, Simulation Software, Digital Twin, PCB, Electronics, Automotive, Sales

**Department:** Sales - Plate

**Starting Date:** Immediately upon Selection

**Reporting to:** Director Surface Finishing & CEO of Elsyca

**Role:** Business Developer for PLATE Division – responsible for establishing and growing Elsyca's business for the assigned territory, accounts and product lines , 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 is looking for a Business Developer to promote and sell cutting-edge technical simulation solutions and services to customers involved in electrochemical processes. Our key target industries include PCB manufacturers, electronic systems producers, car manufacturers,-, and Tier 1/2/3 suppliers.

This is a rare opportunity to join a high-tech company offering state-of-the-art solutions in a truly international environment.

### The Role

The primary objective of this role is to expand Elsyca's presence on the assigned territory by driving revenue growth for its engineering software solutions. You will play a key role in growing our software business, using your market expertise to position Elsyca as a trusted partner while building and maintaining long-term customer relationships. Key responsibilities include engaging with clients, identifying and closing sales opportunities, and ensuring exceptional customer satisfaction.

### Key Responsibilities

- Implement a sales strategy to drive revenue growth for Elsyca in the assigned territory and product line.



- Lead the technical discovery and qualification process, aligning customer business challenges with Elsyca's solutions. Work closely with clients to define and deliver measurable business value while effectively executing of and reporting on the Sales Plan.
- Identify and pursue new business opportunities through proactive outreach, networking, and collaboration with marketing.
- Build and nurture relationships with key stakeholders across the PCB (from PCB designers to fabricators), electronics, defense, aerospace and automotive (including Tier 1/2/3) industries.
- Represent Elsyca at industry events, trade shows, and conferences to enhance brand visibility and market presence.
- Collaborate with internal teams (technical, marketing, and operations) to ensure seamless execution of sales strategies.
- Maintain accurate records of activities and forecasts in the CRM system.
- Negotiate and close deals, ensuring customer satisfaction while meeting or exceeding sales targets.
- Gather market intelligence on customer needs, competitors, and pricing trends to refine Elsyca's offerings.

## About You

- Strong interest in engineering or technology, combined with a proven track record in sales within a technology-driven company (ideally engineering software)
- Having acquired this experience in a small or medium size company is a nice plus.
- A proactive "hunter" mindset with a strong "can-do" attitude.
- Strong relationship-building skills with industry stakeholders.
- A technical degree in engineering or a related field is preferred.
- Fluency in English, with excellent communication skills to clearly present complex solutions to diverse audiences.
- Resilient, self-motivated, and goal-driven, with a strong team-oriented mindset.
- Willingness to travel internationally, with potentially frequent trips within Europe and to Americas..
- Knowledge of electrochemical processes is a plus.
- 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 plating and corrosion related applications. Elsyca's software and services are trusted by +400 customers, varying from smaller companies to multinationals.

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](mailto:recruitment@elsyca.com)

