

Delft, 7th June 2021

Job vacancy

Sales and Business Development Executive

Our growing company is in need of an experienced and resourceful Sales Executive to develop and capitalize on the many growth opportunities in this quickly emerging global market. This means the challenge of your work will be developing the global market while commercializing concrete short-term opportunities at the same time.

The Global Challenge

Three billion people will move to cities in the next 30 years. We believe that if we want to meet the challenges of the future, new and disruptive solutions are needed for urban development. Lack of suitable locations, the nitrogen crisis, slow construction speed and legal procedures often frustrate urban development processes. Therefore, a totally different approach is needed. Insights from mass manufacturing, standardization and modularity should be applied to the still rather conservative construction industry to provide a circular, affordable and high-quality built environment in an efficient way.

About the Company

We are BLUE21, creating floating projects with a positive social and ecological impact. We are a global knowledge leader in research, design, and realization of floating projects in delta cities world-wide. Within our international and diverse team, a unique collaboration has been established between architects, urban designers, real estate experts, water managers, civil engineers and maritime engineers. Our experts have a top academic level (MSc/PhD) and have graduated from world-leading universities.

We Are Searching For

A professional who:

- Can quickly estimate if an opportunity or potential customer is worth investing time in.
- Can on a strategic level think along with the management team.

Blue21 BV

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- Has a solid track record of creating long-term value for organizations in the field of rapidly developing niche markets and innovative businesses in interdisciplinary environments.
- Has the capacity to decide on a strategic level, advising the board on what decisions to make.
- Has basic knowledge or sufficient interest in construction engineering
- Is internationally oriented and willing to travel occasionally.

Your Responsibilities

Sales

- Converting international sales leads into profitable projects
- Achieving a 300k+ sales growth rate in two years
- Prepare and deliver pitches to potential investors and clients.
- Recognize, create and commercialize business opportunities in a B2B or B2G setting

Strategy & Teamwork

- Vision on how subsidies can strengthen the sales values and competitive advantages of the newly developed products.
- Work with senior team members to identify and manage risks and foster a collaborative environment within the organization.
- Reporting directly to the board, providing sales projections to Finance director

Relations and Business Development

- Attract new clients and oversee the entire sales process from first contact, follow-up, exploring, negotiation, making proposals, closing the deal, after-sales and maintaining a fruitful relation.
- Maintain fruitful relationships with clients and address their needs effectively.
- Skills and track record

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Your Education & Experiences

Education & Knowledge

- Master's degree and minimal 5 years of relevant experience is required.
- Knowledge of productivity tools and software.

Track Record

- Proven track record of success in international project development in urban/water/ real estate related businesses.
- Proven ability to convert international sales opportunities into concrete profitable projects in water related real estate/ urban development.
- Experience with different kinds of business models; consultancy (hourly payments), project development, research and development etc.
- Strong network in water related international real estate/ urban development.

Skills

- Strong Commercial skills and the ability to recognize, create and utilize business opportunities in a B2B setting.
- Ability to develop good social and working relationships with current and potential clients.
- Excellent leadership, networking, communication and negotiations skills, taking responsibility for personal results and achievements.

Personality & Motivation

- Team player who also has the skills to work autonomously.
- Strong drive to make a sustainable impact on cities all over the world.

What We Offer

Working in a highly skilled, world leading and disruptive company, where collaboration is more important than competition. We will offer a competitive salary, sales bonuses, solid pension plan and exceptional growth opportunities.

Join the frontrunners in completely changing the way cities of the future will be built.

Apply now, and send your motivation letter and CV to Karina Czapiewska (Director & Co-founder, Blue21): karina@blue21.nl

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