

Delft, 31 January 2023

Job vacancy

Dream Realizing Sales Manager (24h – 40h per week)

We are NOT looking for a salesperson who likes to sell sand to the Arabians or is able to sell fridges to penguins. No... we are looking for a genuine person who can sell services and products from an intrinsic motivation, contributing to value creation and making this world a better place.

The Dream

We all know that our planet is at risk, and we humans are the main cause of it. We have a dream at Blue21 that goes far beyond the imagination of many. We want to make it up with our precious planet. We want to create new floating living space and roll it out globally. We want to create new space for nature, animals, and humans to embrace life as one. Added together, these new floating spaces will have the total size of a Floating Continent already this century. Space with enough space, food, water, and energy for everyone, without harming the environment or animals and their habitats. By giving back to nature instead of just taking from it, we will become one with ourselves and with the Earth again. Together with all the people around the world, we will realize this ambitious challenging dream. Because...

we have the motivation...

we have the knowledge...

we have the space on the water...

we have the technology...

we have each other...

we have it all... to make it happen.

We finance the realization of this dream by advising governments, investors, and companies to realise their own dream projects on the water. The more sustainable projects we help to realise on the water, the more funds will be available for the realisation of our climate resilient future. Are you ready for a new sales challenge that will help realising our dream faster while helping the world?

Job Description

For our growing scale-up company, we are looking for an enthusiastic professional, whose second nature is to network and to genuinely connect with potential clients all around the world. You know how to excite people about our dream to create a 'new floating continent' on Earth, inspiring them to realise their own floating projects. You know how to identify the bottlenecks of their floating projects, help them to buy the right

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services/products from us and turn them into our loyal clients. Our clients include governments, investors, developers, companies and intra-entrepreneurs located in The Netherlands and worldwide (e.g. Japan, Finland, Colombia). You maintain and build relationships via the digital highway, but you do not mind traveling from one place to another, meeting people face to face. All our clients have a common belief, that is building on the water for a better future... the same as we do. Your mission entails three tasks:

1. Identifying potential clients and their needs for Blue21's expertise and capabilities.
2. Acquiring new clients who were / will be inspired by our floating continent dream and wish to make their own projects floating.
3. Turning networking opportunities into business opportunities.

Your listening ability is your secret skill to come up with innovative business opportunities for the clients. In addition to the profound professional connection, you also know how to connect with clients on a personal level. If you also believe in our big dream, you will not feel as if you are selling in this function, but just persuading people of your own strong belief.

This is you

- Part-time or full-time (24 - 40 hours) per week available (not on a freelance basis).
- An academic degree (at least Bachelor/Master's Degree)
- At least 4 years of sales experience in the (Dutch & oversea) tech, real estate, off-shore, water or consulting business, and a proven commercial track record.
- Excellent in both Dutch & English (spoken and written).
- Abilities to communicate on different levels and to different disciplines
- Having a technical background or a strong interest in technology is a big plus.
- For non-EU nationals, a valid work permit or search year VISA is required.

This is you as well

- A persuasive and decisive person who is experienced in closing deals and most importantly, a skilful listener to clients and their needs.
- A social savvy person who connects easily on a professional and personal level.
- You can motivate people to get their own projects built on the water.
- You are skilled to quickly identify clients and opportunities during networking, to identify clients' needs and match Blue21's offering.
- You are culturally intelligent, patient and organized. You can monitor and discuss your own performance and progress.
- You like to contribute to making the world a better place.
- You have a certain interest in innovative technologies and are willing to work with people from various disciplines (e.g., engineers, architects) and cultural backgrounds.

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- Hands-on and open mindset, with abilities to think outside the boundaries.

We offer you

- The chance to be involved in one of world's biggest projects, helping humanity and planet Earth.
- A family-like and international team with young enthusiastic and likeminded people who are together globally leading in the field of climate resilient floating development.
- A competitive salary based on your qualifications and other interesting benefits, such as a pension plan.
- A warm and welcoming working environment, where diversity and sense of humour are appreciated.
- The possibility to work partly from home, with flexible working hours.
- Close collaboration with the Board of Directors.
- A historic office building in the centre of Delft, with other scale-ups from the maritime and energy sectors.

Coffee or Tea?

If you have the feeling that this is your dream job? And if you are (over)excited about this vacancy the same as we are, please send us your CV and a short motivational letter to hr@blue21.nl. If we think you can be a good fit, then we will invite you to our office for a coffee, a tea or something else. So that we can have a chat and meet each other in real life.