



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational Japanese energy technology services provider, located in The Hague, we are looking for a

Business Development Manager, The Hague Hydrogen, hybrid, international

Company information

Over 60 years, our customer has successfully built many plants and executed many projects around the world in such diverse fields as petroleum and natural gas, chemical and petrochemical, etc. To contribute to global sustainability and within the frame of the energy transition, they have decided to focus on exploring business opportunities on carbon neutral technology, including hydrogen and carbon recycling.

Job description

This position plays a vital role in our customers' transition. We're looking for an energetic, highly motivated individual who has a passion for business development in the hydrogen and carbon recycling industry, and thrives in an environment that is challenging yet rewarding. You are the one and only partner to the management, helping to develop a realistic yet promising business strategy from scratch. Through strategic planning, cross-functional collaboration and operational excellence, you help shape how to maximize the business performance. This position offers you a unique opportunity to build one of the most important parts of the energy transition. The main responsibilities of this key position are:

- Building and growing carbon neutral businesses and markets
- Driving new decarbonisation technologies and capabilities
- Creating innovative zero carbon energy solutions
- Creating new business models that are driven by innovative financing solutions
- Collaborating with the rest of our customers' team and European / Japanese partners to present themselves as 'one stop' to their customers
- Developing a business development plan focused on new and existing hydrogen and carbon recycling related companies including End Users within the O&G and Industrial Gas sectors, technology providers, equipment OEMs, etc. aligned to the global hydrogen strategy
- Identifying new project opportunities and work collaboratively with the Business Development Team to prioritize hydrogen
- Actively sharing new European market trends and product development opportunities with the Business Development Team
- Preparation of weekly/monthly reports to monitor progress and highlight future opportunities



Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- 10 years+ of business experience in sales and/or business development
- Fluency in English, Dutch, German and/or French language skills will be a plus
- Customer facing experience, and comfort building stakeholder relationships
- Knowledge and understanding of hydrogen and/or low carbon energy, carbon recycling sectors
- Technical background with industries' business experience, such as refinery, petro-chemical, energy
- Ideally a degree in technical, finance or business discipline
- Strong interpersonal and persuasion and influence skills
- Ability to balance multiple competing priorities in a fast pace environment.
- Self-starter with a strong bias for action
- International traveling will be required
- Ability to work independently, anticipate, and be an effective change manager
- Start-up or similar business development experience

Remuneration and benefits package: excellent

Are you looking for this challenging role, and ready for the next step in your career?
Please send your CV to Ms Andra Ordean (application@nipponrecruitment.com).