



New business development manager for Haldor Topsøe

Haldor Topsøe has an ambitious global growth strategy for the coming years. Our recently formed New and Emerging Businesses Unit has been assigned with the task of leveraging our leading abilities within catalysis and process engineering into new businesses and ventures. One of the focus areas is use of syngas and various industrial off gases for production of fuels and chemicals. Accordingly, we are now looking for a new business development manager.

As new business development manager your key responsibility will initially be to explore such opportunities and to test and develop new businesses in new markets through external networking, partnerships, and product launches.

You will work closely with and support one of our business development managers to expand these activities worldwide. On one hand, you will work with our regional offices and drive the process in the market in concert with them. On the other hand, you will ensure that they receive the best possible support from our Danish headquarters and ensure internal alignment.

Your responsibilities

- develop business plans including product and value proposition, business model, reverse income statement and market entry strategy
- identification and creation of strategic partnerships and new business models
- participation in development of R&D strategy

You

- have a flair for creating new business in areas with unknown potential
- have international hands-on experience with new business creation
- are persistent in your efforts to achieve your goals
- understand the importance of meeting customers and are prepared to travel 50-80 days per year

Qualifications

It is essential that you have an academic degree in engineering or similar, preferably coupled with a business degree. You have experience with sales, with success, for a number of years. We expect you to be fluent in English.

It is a major advantage if you have hands-on industrial experience from start-up, operation, and/or design of syngas based plants for fuel and chemicals production, preferably within the Topsøe portfolio.

Further information

If you would like to be part of a team of skilled and dynamic colleagues in an informal organization, please submit your application in English and enclose a copy of your exam certificates and any references. Please apply via our website www.topsoe.com/jobs.

Haldor Topsøe is market leading in the field of heterogeneous catalysis. We supply catalysts and technologies for the refining industry, for cleaning power industry flue gases and for sustainable energy processes. In 2011 the turnover totalled 600 million Euro generated by our 2,300 employees around the world.

Application deadline:	March 30, 2013
Expected start date:	To be agreed upon
Location:	Lyngby (near Copenhagen, Denmark)
Further information:	Business Development Manager Søren Selde Enevoldsen Mobile: +45 4139 0362 General Manager Henrik Olsson Mobile: +45 2275 4595
Home page:	http://www.topsoe.com

[Send application](#)

[Print](#)

[Back to job list](#)