



Business Development Lead @ ValCUN, a key role to put our manu-tech company on the map

ValCUN is seeking a senior, experienced Business Development leader to lead it Go-to-Market. This is not a regular business development role! At ValCUN, we are disrupting the way metal parts are made with a deployable, sustainable and cost-effective solution for industrial metal production. Backed by experienced board members & advisors, we are ready to go-to-market and scale up our market presences. For this, we need your manufacturing knowledge, your sales experience, your AM network, and your motivation & ambition to change Additive Manufacturing.



A Senior, Influential Member of the ValCUN Team

ValCUN is an earlystage technology company, so you will be in charge of building much of the go-to-market infrastructure of the company. You will be guiding the company's sales and marketing focus areas, lead customer engagements, and in the future, manage additional go-to-market resources, such as sales engineers.

Big responsibilities come with big rewards. You will enjoy more than joining a fast-paced, ambitious startup environment, as our management team understands the value of motivated, early-stage employees.

Who are you

- you are hungry to grow an early-stage company to global success
- you have know-how in a relevant sector (metal working, (metal) additive manufacturing, cooling applications/heat exchangers)
- you have relevant experience in sales "hunting" and in selling new technologies or products
- you are eager to travel to establish customer relationships and drive sales
- you are interested in technology and are eager to learn the technical basics of ValCUN's technology

What we offer

- together with the founding team, you will be the face of an ambitious tech start-up in a fast-growing market
- you will be part of an International & multicultural team with a flat hierarchy
- you will enjoy a lot of flexibility and room for personal skill development
- competitive compensation package

"The way to get started is to quit talking and being doing"

Interested?

Email your resume to
jonas.galle@valcun.be & jan.depauw@valcun.be