

BUSINESS DEVELOPER

Alpha Innovations - Job offer May 2026

CDI

B2B SALES

HYBRID

NL/FR/EN

ENERGY/SAAS

About us

For decades, Alpha Innovations has been at the forefront of power electronics, designing and manufacturing customized energy solutions for critical industries. Our advanced technology ensures reliable power supply, integrating cutting-edge digital monitoring to maximize efficiency and sustainability. Operating in a booming market, we serve industries such as transport, energy infrastructure, and industrial automation, delivering long-term, high-value solutions to clients across Europe. Alpha Innovations is a member company of CE+T Group, leader in power electronic solutions.

Take on the challenge

As a Business Developer, your mission is to identify and acquire new clients, establish strong, long-term relationships with key accounts, and lead complex and technical sales projects in an evolving market. You will work in a flat, dynamic organization, where you will have direct access to decision-makers and be empowered to shape your own success. If you are a driven, strategic, and ambitious Business Developer, eager to conquer new markets, develop key accounts, and drive revenue growth, we want you on our team. This is not just a sales role – it's a chance to take ownership of your projects from A to Z, build long-term partnerships, and contribute to the success of a fast-growing group.

Role mission

The main mission of the Business Developer is to develop new markets and clients in alignment with the company's commercial strategy. You will identify opportunities, build value propositions, and cultivate lasting relationships alongside the technical, marketing, and production teams. For this role, you will report directly to a Senior Business Developer.

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Responsibilities

> Business Development & Proposal development

- **Market & Prospecting:** Identify new market opportunities, conduct market research, and execute effective prospecting campaigns.
- **Value Propositions:** Analyze client needs and collaborate with technical teams to build tailored, competitive commercial offers.
- **Negotiation & Closing:** Negotiate win-win commercial terms, finalize contracts, and represent the company at industry events.

> Account & Performance Management

- **Relationship Management:** Build lasting client relationships, serving as the primary point of contact and ensuring post-project satisfaction.
- **Opportunity Detection:** Anticipate clients' evolving needs to propose new solutions and drive continuous growth.
- **Performance Tracking:** Analyze commercial KPIs (conversion rates, profitability), prepare management reports, and proactively propose strategic improvements.

What we offer

- **High-Impact Role:** Own your business development strategy and shape Alpha Innovations' future.
- **Competitive Package:** CDI contract, attractive salary, performance-based bonus.
- **Extra Benefits:** Travel allowances, meal vouchers, health insurance.
- **Work-Life Balance:** Hybrid work option, 30 days of annual leave.
- **Autonomy & Flexibility:** You can manage your time as long as you achieve results.
- **Long-Term Vision:** Focus on high-value projects over short-term deals.

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Your Profile



Experience

- **Education & Background:** An Engineering degree or Business School degree, coupled with a required first experience in sales.
- **Industry Expertise:** Previous experience in SaaS or within the engineering/energy sectors is a strong plus.
- **Public Tenders:** Knowledge and practical experience related to public tenders is highly advantageous.



Technical Skills

- **Complex B2B Sales:** Ability to manage long decision-making cycles with multiple stakeholders and construct clear value propositions.
- **Technical Comprehension:** A solid understanding or curiosity for the energy transition.
- **Languages:** Fluency in Dutch (native preferred), French and English



Soft Skills

- **Analytical & Solution-Oriented:** Capable of detecting high-potential opportunities and creatively solving complex problems.
- **Customer-Centric:** Possesses the strong interpersonal skills necessary to build lasting trust with prospects, partners, and internal teams.
- **Autonomous & Perseverant:** Highly driven to maintain steady commercial development within an entrepreneurial environment.

Apply Now

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