

Vacancy: **Senior Business Development Manager - Agrifood**

Location: **Spain**



The role:

The Senior Business Development Manager will drive the expansion of our client base and biomethane production footprint in Spain, as part of an aggressive growth strategy.

What you will be doing:

- In this role you are responsible for identifying new opportunities in the agrifood industry (farmers, major agrifood players, institutions, other partners), biomethane production and logistical sites for the CycleØ product range.
- In collaboration with the Engineering and Corporate Development teams, you will finalize the product offering, execute feasibility studies, through to converting these into new projects.
- You will negotiate the offtake agreements with feedstock suppliers, as well as biomethane offtake agreements with the end clients (utility companies, trading houses).
- You will collaborate with the marketing team to develop materials that clearly communicate the product offering and that will engage the target audience; as well as represent CycleØ at industry conferences.

Your Talent and Knowledge (that are key for this role):

- A minimum of 10 years' experience in selling to the Agri-food community.
- Experience in turnkey solutions or project development is an advantage.
- Trusted relationship builder and seasoned negotiator.
- Excellent communication (English/Spanish) and interpersonal skills.
- Strong leader able to build, motivate, and lead a successful sales team.
- Energetic self-starter with a passion for climate change.
- M&A exposure would be an advantage.

What we offer:

- We operate in a dynamic and challenging environment that promotes autonomy and innovation. We work together as a team, sharing ideas and opinions.
- Our teams are passionate and driven, operating with a strong sense of purpose to "deliver immediate solutions to curb climate change".
- Our ambitions go hand in hand with opportunities that will challenge and reward our teams.

**Join us at CycleØ,
where we take actions with real purpose and impact in mind!**