

JOB OPENING GERMAN AND GLOBAL MARKET

Business development &
solutions executive water

A technical / commercial role that
helps us scale our impact

Is this function not a fit? More job openings will be coming. Please monitor our channels and website or make us already consider by leaving a spontaneous application.

Business development & solutions executive water (Medior / Senior level)

The water industry has never been as societally relevant as today. To cope with the many challenges and prepare for the future, we see a rapidly growing demand for innovative solutions in modelling, data, and digital twins. We are targeting growth in various countries and regions. **With this role, we are looking for a water-passioned business developer that helps us grow in the German market while supporting our global sales.**

AM-Team is a digital changemaker that provides leading modelling and data services and digital twin solutions that tackle water industry's biggest issues. We build and deploy globally unique digital twin models that predict how critical water treatment infrastructure can be smartly designed and operated. We help world's largest water companies and cities such as Amsterdam, Paris, Stockholm, Milan, Los Angeles and Singapore preparing for the future in a changing world.

Why work with us?

Founded in 2017, we have been developing a globally unique digital offering that has reached unprecedented market relevance. We could build a well-known brand, an international customer base of over 100 companies, blueprints for go-to-market, solid international water industry experience and a strong financial muscle. We now want to capitalize on this foundation and need you to help us expanding further. *It is a very interesting timing to join us right now!*

Who are we looking for?

We're looking for our first Germany-focused colleague: a business developer that helps us grow further in the German market while also supporting our global sales. We would like to leverage the momentum already built in Germany (existing customerbase).

This role focuses on matching our solutions with the specific market and detection of emerging trends and needs. ***While you will be involved in major deals at the global scale, a core focus area of this function will be Germany.*** You will be working in the business development team and will be an important bridge between the market and our marketing and technical teams.

Responsibilities

- **Lead generation & qualification:** lead generation, new client engagement and participation at international and local events
- **Sales and solution engineering:** client visits and meetings, solution definition, proposal engineering and writing, pricing, sales funnel management (in close collaboration with technical team)
- **Account management:** build key relationships with customers and develop new opportunities with German and some international customers
- **Marketing input:** co-develop marketing strategies and materials (eg webinars, whitepapers, customer cases, ...)
- **Market mapping and sales plan development:** regular review targets and actions in collaboration with business development team

We'll give you the freedom you need to thrive and support you need to succeed. Your work will influence our long-term growth and the scope of our future success. This position will provide you with ample of growth opportunities.

Job requirements

Our new colleague:

- Has direct water industry customer and experience and has worked with water utilities in a technical/commercial context (min. 3 years of experience)
- Combines customer-centric thinking with technical understanding of the treatment side (water/wastewater)
- Is fluent in German and English both written and orally
- Can translate customer needs into technical solutions and proposals
- Is willing to work remotely (to serve Germany) or from our office in Ghent (Belgium)
- Has an MSc in (environmental or relevant) engineering
- Has excellent communication skills and can explain complex things in a simple manner
- Shares our company values
 - **Transformative digital thought leadership:** With the work we do, we don't just create impact and improve things. We transform the water industry by providing cutting-edge digital solutions.
 - **Innovation that solves:** We dare to push boundaries and see innovation as a necessity in today's world. However, dreaming is not enough. Practicality matters as well. Innovative thinking + practicality = impact
 - **Together we are one team and pursue shared ambitions:** A team is much more than a bunch of individuals. We believe we need people that are different in skills and similar in values to achieve big things

What we offer you

- In addition to an attractive compensation package:
 - Additional benefits (pension plan, meal and eco vouchers, company car, ...)
 - A rewarding bonus system based on pre-defined KPIs
- The opportunity to grow your network fast, at the international scale (you will be in touch with numerous important actors in our industry)
- Remote working opportunities (homeworking days if based in Belgium or fully remote work if based in Germany)
- A young innovative growing company offering a dynamic entrepreneurial environment with ample opportunities for personal growth

Application and selection procedure

- Please submit your application on [our vacancy web page](#). Make sure you motivate why you are interested in this position and our company.
- AM-Team will start assessments immediately and will inform you on next steps.
- Assessment will include an initial screening based on the application and will be followed by at least two interviews. In each of the interviews, job and culture match will be assessed thoroughly.

Additional information

- Full-time –medior/senior-level – technical sales – water industry
- If you have any further questions, please e-mail our VP Sales and Solutions Pieter Vlasschaert: Pieter.Vlasschaert@am-team.com

Job opening by:
AM-Team BV E3 plein 12,
9050 Gent (BE)
+32 480 64 70 76
<https://am-team.com>

Job vacancy number: 2026-C011-v20261008

Feel free to share with people in your network that might be interested.

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