Business Development Engineer

About us

We are a Deep-Tech company dedicated to revolutionizing industrial water management through advanced electrochemical technology. Our mission is to solve the most complex wastewater challenges where traditional treatments are not efficient. At Electraqua, we combine scientific excellence with an entrepreneurial spirit. We are a team committed to turning environmental challenges into sustainable industrial advantages.

We are looking for a Business Development Engineer with a technical background to drive our product-market-fit process.

Your mission involves interviewing potential customers, specifically within the pharmaceutical, cosmetic, and water treatment sectors, to identify real pain points and uncover new business opportunities. By working closely with our technical team, you will translate market needs into innovative solutions, acting as the essential bridge between the lab and the industry to help us scale sustainable water treatment challenges.

Main responsibilities

- Prospecting and validation: Identify and reach out to key roles and decision-makers to understand the market and uncover real issues related to water.
- Stakeholder Management: Building and maintaining long-term relationships.
- Categorize business cases by viability, priority, and strategic alignment. Identify the ideal business case.
- Perform initial technical assessments based on water quality parameters (COD, TOC, conductivity, etc.).
- Lead the customer discovery process to define and iterate toward Product-Market Fit.
- Coordinate wastewater sampling campaigns and manage the execution of Proof of concept trials.
- Collaborate with technical departments to align customer requirements with product development and continuous improvement.
- Identify and evaluate potential partners and monitor competitor landscape.

What are we looking for?

- Technical background: Degree in Chemical, Environmental, or industrial engineering to understand our technology.
- Experience in sales or business development, ideally within the wastewater treatment, pharmaceutical, or chemical sectors.
- Strong communication, negotiation, and active listening skills to effectively perform customer discovery.
- Fluent English and Spanish.
- Understanding of water treatment technologies.
- Proactive and results-oriented mindset.
- Knowledge in electrochemistry or advanced oxidation processes will be considered an asset.
- Experience with B2B technology sales.

What do we offer?

- To receive a base salary aligned with your experience, plus a milestone-based incentive plan tied to validation progress and projects.
- To grow professionally in a company building a deep-tech startup with real impact.
- To participate in international fairs, meetings, and projects focused on technology transfer and innovation.
- To enjoy a flexible work model, giving you the autonomy to manage your own schedule according to project needs.

How to apply

Are you ready to take our technology to the next level?

Send your CV to hola@electraqua.com with the subject "Business development-YOUR NAME"

Application deadline March 31st.