

Título del puesto: Business Developer Germany

At Reganosa we are immersed in an exciting and challenging moment of transformation and expansion that requires the incorporation of talented people.

Specifically, we are looking for a **Business Developer for Germany**, who wants to join the Company.

Mission:

Lead and manage corporate development in Germany, identifying opportunities and ensuring growth and development in the local market, while adhering to and maintaining Reganosa's best practices.

Functions:

- Develop and execute a business strategy tailored to the local market, leading the prospecting, analysis, and identification of new opportunities, while assessing their viability and strategic alignment.
- Elaborate the business development budget and collaborate in defining objectives and executing the necessary actions to achieve them.
- Conduct market research to identify new business opportunities, in the field of biomethane, bioLNG, green Hydrogen and LNG sectors in Germany and surrounding countries.
- Identify and evaluate potential strategic alliances, joint ventures, and partnerships with local stakeholders
- Establish and maintain strong relationships with key industry players, including utilities, energy companies, policymakers, and infrastructure operators.
- Coordinate the offering and sales process together with the sales department, participating in the negotiations of contracts.
- Represent the company at industry events, conferences, and networking meetings.
- Monitor, ensure, and report on the progress of results and the key business performance indicators.
- Oversee and ensure all quality standards offered by the company are in line with its values, philosophy, and policies.
- Propose and lead the monitoring plan for all the opportunities managed under his/her responsibility.
- Ensure compliance with current legislation and the reporting requirements of official bodies and external entities.
- Monitor legislative changes and assess their impact on business opportunities.
- Represent the company before third parties, such as administrations, official bodies, clients, and national associations when required.

Education:

- University degree, preferably in Engineering, but candidates in Business Administration and Management and/or Law are not ruled out.
- Background in Business Management and Administration (MBA or similar) is a plus.

Experience:

- At least 10 years of professional experience, with a minimum of 5 years in management positions at the executive level in the energy sector, preferably in a multinational environment.
- Local roots (German nationality) are essential.
- Previous experience as an expatriate in Spain or previous employment experience with Spanish companies is a plus.

Languages:

- German: Native.
- English: Negotiation (C1-C2).
- Good communication in Spanish is a plus.