



(BATTERY) APPLICATION AND BUSINESS DEVELOPMENT ENGINEER

Location: Nanocyl HQ (Sambreville, BELGIUM)

Status: Full time staff

Reports to: Energy Storage Business Unit Manager

Availability: Immediately

ABOUT NANOCYL

Nanocyl SA is a worldwide industry leader in the development, manufacturing and sales of multiwall carbon nanotubes (MWCNT) and MWCNT-based formulated products. Nanocyl focuses on the current challenges of the Energy, Transport and Electronic markets, and is doing so by delivering high quality products and providing unique technical support worldwide.

ABOUT THE ENERGY STORAGE BUSINESS UNIT

MWCNT are used as performance conductive agent in electrode structure of various Energy Storage applications. The Energy Storage Business Unit (BU) focuses on commercial and technical developments of MWCNT and MWCNT dispersions for various Energy Storage applications, with a focus on Lithium-ion batteries. Designing the proper characterization methods and continuously evaluating our products in new generation cells is key to succeed.

YOUR ROLE AND KEY RESPONSIBILITIES

- Based on the priorities and objectives defined with the BU manager, you coordinate the evaluation of Nanocyl development products (MWCNT and MWCNT dispersions) for battery applications. Such evaluation is performed with external research centers and partners, which you coordinate.
- You manage internally the development of adequate test methods for the targeted application based on the available budget. Based on your expertise, you make suggestions on how to improve the testing capabilities.
- You report to the BU manager and make sound product improvement recommendations to the team based on solid data analysis and business rationale. That means that you perform data analysis, interpretation, report-writing, and delivering presentations internally or externally with sound and timely recommendations;
- You work in collaboration with researchers and lab technicians to plan, coordinate and prioritize the development work. You contribute to lab technicians' supervision and training for electrode testing related activities. You are responsible for various laboratory equipment.
- You follow up and manage external development projects with partners, customers and prospects involved in the battery value chain. You also actively participate in other externally-funded projects related to battery applications.
- In agreement with the BU manager and by transferring the knowledge gained at the technical level, you also manage some business development accounts active in the battery industry or using Nanocyl's liquid dispersions, and that are still in the development phase. You represent Nanocyl at these accounts and follow up on their project implementation. You have direct interaction with customers to provide technical expertise, assistance and resolution of customer issues.



- You participate in trade events linked to the battery industry. You share your existing or gained expertise to guide the marketing efforts of the team. You contribute to the battery industry and market analysis.

THE PROFILE WE ARE LOOKING FOR

You have a strong technical background in battery materials selection, processing, testing and/or characterization but you are also interested in business development and interaction with the battery value chain.

- You have a Master degree in material science, chemical engineering or (electro)chemistry, with ideally >3 years of experience in the lithium-ion battery industry.
- You have experience in at least one of the below areas (considered as a strong asset):
 - Li-ion battery electrode processing & electrochemical analysis;
 - Project management and business development throughout the battery value chain.
- You demonstrate excellence in application of theories and principle of technical specialty, with hands-on capability to set up experimental trials in the laboratory.
- You are able to ask probing questions to understand product and market requirements and to convey these customer technical requirements back to the internal organization in order to develop a right approach and to implement a successful project.
- You are able to work independently under general guidance and drive projects to completion; you are well organized and have excellent planning skills. You are able to prioritize your work in line with the team objectives.
- You are a good communicator with the ability to present to and interface with different departments (R&D, commercial, quality control and production), with profiles from different backgrounds and seniority levels (scientists, managers, upper management), both internally and externally with international customers and suppliers.
- You thrive on making a difference and display a high degree of self-motivation, maturity, honesty and integrity; you are also a compassionate and true team player with strong interpersonal skills.
- You foster a strong commitment to safety and overall environmental responsibility.
- You have a complete knowledge of MS office products (Word, Excel, Powerpoint)
- You are fluent in English and French, both verbal and written.
- You are available to travel up to 30%, if necessary.
- No strict “nine-to-five” mentality (we work with the US, Europe and Asia).

HOW TO APPLY?

At Nanocyl, we provide a supportive working environment in a highly technical industry, and a range of development challenges and opportunities. We also offer competitive salary package and benefits. If you wish to apply, please send your cover letter and resume to marianne.vanwezer@nanocyl.com and dimitri.stoffels@nanocyl.com with the subject “Battery Application and Business Development Engineer”.