

## BOSAQ I Water Experts – Sales Ninja

At BOSAQ we develop smart, sustainable water solutions that help industries reduce their environmental footprint while securing reliable water access.

As we continue to grow in the industrial market, we are looking for someone who helps us **create new opportunities, build relationships, and position BOSAQ where it matters most.**

You are at the forefront of our commercial growth in the industrial segment. You actively connect with potential clients, identify opportunities, and help translate market needs into future projects.

You will:

- Drive **prospecting and lead generation** in industrial markets
- Take initiative in **cold outreach and first contact with potential clients**
- Represent BOSAQ through **networking events and industry interactions**
- Support the development of **new projects and commercial opportunities**
- Identify trends and opportunities in **sustainable industry and water use**
- Collaborate closely with our Business Developers to **move opportunities forward**

This role is designed as a **growth path towards a full Business Developer position.**

### Skills

We are looking for someone who:

- Has a background in **engineering or science** (e.g. bio-engineering, industrial engineering, environmental sciences)
- Preferably has a first experience in a sales-related role, or has the right mindset and drive to jump right in
- Is motivated to engage in **prospecting and commercial outreach**, including cold calling
- Feels comfortable being the **first point of contact** for potential clients
- Has a strong interest in **sustainability and industrial innovation**
- Is fluent in **Dutch and English**

### Attitudes

- You are **curious, proactive**, and not afraid to start conversations
- You enjoy **building connections** and **spotting opportunities** where others might not
- You are eager to **learn, grow, and help build a company with purpose**
- Results matter a lot to you; **quality** matters even more
- You are a **teammaker**, and get energy from seeing your team succeed as a unit

## You will feel like a fish in our water if...

- You like honest, straightforward, and to-the-point communication in **Dutch and English** (open feedback make us all better)
- Integrity is one of your key values
- A **'work hard-play hard'** culture in a pleasant and dynamic start-up drives you
- You are **socially engaged** and you believe in the power of 'business as a force for good'
- You don't take yourself too seriously

## You'll love us for

- **Changing the world** for the better and giving you the chance to be a part of it
- **Investing** in you: we believe talent like yours needs to be fostered and watered regularly for it to grow
- Providing you with opportunities: our company is growing and so will you
- An **attractive and creative remuneration package** for a job with impact
- A flexible schedule in place and time: you **schedule your work as it fits you**, to be at your best

<https://bosaq.com/>