

dotOcean – Business Developer

Join dotOcean and help us grow Visor into a market-leading solution in the civil domain

At dotOcean, we develop high-end software for autonomous systems and dynamic decision-making. One of our flagship products, **Visor**, offers advanced situational awareness and coordination tools for dynamic environments. As we grow our presence in the **civil maritime and infrastructure market**, we're looking for a **commercially driven Business Developer** who can bring Visor to new customers, build lasting relationships and shape the product's go-to-market strategy.

You will act as a crucial link between **customer needs**, our **R&D team** and the **commercial strategy** of dotOcean. You will represent Visor at **events and trade shows**, visit potential clients, and help define where and how we position Visor to achieve maximum impact.

What do we expect from you

What you'll be doing

- You take the lead in **identifying and developing new business opportunities** for Visor in the civil market (maritime, infrastructure, public authorities...).
- You **manage the full sales cycle**: from first contact and value proposition to contract negotiation and deal closure.
- You build strong, long-term **relationships with prospects, clients, and partners**.
- You represent dotOcean and Visor at **trade fairs, events and customer meetings**, both in Belgium and abroad.
- You work closely with the **product and engineering teams** to ensure alignment between customer needs and roadmap priorities.
- You detect market trends, collect feedback from the field, and translate that into **strategic input** for product development and positioning.
- You co-define **go-to-market strategies** and help strengthen dotOcean's visibility and reputation in the civil sector.

What you'll bring

- A **Bachelor or Master** degree in **Economics, Business Engineering, Engineering** or equivalent through experience.
- At least **3 years of experience in B2B sales**, business development or consultative selling – ideally in a **technical or software-driven environment**.
- A passion for **innovative, mission-driven technology** and the ability to translate it into customer value.
- You're a **natural relationship builder**: listening, understanding and convincing are part of your DNA.
- Strong **communication skills** in both **Dutch and English** (written & spoken) – French is a plus.
- You're a **self-starter**: proactive, organized and comfortable owning your pipeline and accounts.

- Experience with **public authorities, civile markt of infrastructure projects** is a strong advantage.
- You enjoy working in a **fast-evolving R&D-driven environment**, where flexibility and ownership are essential.

Key Competences

- Builds and nurtures strategic **stakeholder relationships** to create mutual value.
- **Communicates** with clarity and impact to align internal teams and influence clients.
- Defines and drives long-term **commercial growth strategies**.
- Anticipates market shifts and translates them into actionable opportunities.
- Applies **empathy** and **emotional intelligence** in decision-making and customer engagement.

Why Join Us?

- At dotOcean, you'll work with the **latest technologies** in autonomous systems, automated operations and cloud technology.
- We're a growing team focused on **collaboration, coaching and personal development**. And yes, there's always laughter!
- We foster an open environment where **active listening and the sum of all parts** are valued. You'll grow both professionally and personally.
- After a week of hard work, we often head to the café to **unwind**. Our **party committee** also organizes fun activities and events.
- With 40-hour workweeks and 12 additional vacation days per year, we ensure you have the **perfect work-life balance**.
- Your enthusiasm and **results-oriented approach** are rewarded with a **nice salary package**, supplemented with benefits like meal and eco vouchers, group and hospitalization insurance

<https://dotocean.eu>