

Job Opportunity

Business Development Specialist

Full-Time, Hybrid or Remote – US

[Apply Here by the 31th of December](#)

Syenta is on a mission to make prototyping and manufacturing of electronics more accessible, efficient and better for the planet.

Our team has built a one-of-a-kind additive manufacturing technology that is based on electrochemistry that enables our first customers within the solar industry to lower the cost of their manufacturing and improve the efficiency of their solar panels.

Our vision is to transform the electronics industry by empowering our customers to rapidly design and construct electronic devices from anywhere in the world. With the help of our technology, our customers are rapidly fabricating and iterating in-house, building devices such as sensors, photovoltaics, PCBs, antennae as well as other undreamt technology enabled by additive manufacturing.

We are growing fast here at Syenta. We are searching for people who want to help us take our commercialization to a new level.

[See our method in action!](#)

About You:

You're an insatiable learner with an innate curiosity for innovation. The realm of emerging technologies captivates you, and the thought of selling a pioneering product based on electrochemistry excites you. You're eager to apply your skills in methodical customer discovery in a dynamic start-up setting. For you, forging



meaningful relationships and liaising with vital stakeholders isn't just work – it's a passion.

No worries if you're making your debut into the commercial domain or have limited experience – we thrive in camaraderie and mutual growth. If challenges invigorate you and creative problem-solving is your forte, you'll fit right in.

About the Role:

As a key player in the business development team, your role is pivotal in expanding and nurturing our customer base. Your engagement will span across various departments – from operations to technical, translating tech developments into viable market solutions.

Working closely with the founding team on business development your responsibilities include:

- Conduct market research to identify potential new partners and customers for our technology
- Creatively generate new leads through desktop research, conferences, social media, or other tools
- Engage with potential customers and partners to understand their needs and challenges
- Work closely with our engineering and product development teams to help translate customer needs into product requirements
- Assist in developing messaging and positioning for new applications and markets
- Identify trends, opportunities, and potential areas for further research and development
- Assist in meeting preparation, preparing pitches, briefs and proposals
- Relationship management of customers in the sales pipeline
- Maintain effective records of customer journey



Required Experience:

- Background/passion in business development
- Proven technical sales/partnership building history
- Project and team management experience
- Excellent written and communication skills
- Strong ability to build and maintain relationships

Desirable Experience:

- CRM software management experience
- Technical sales background in solar industry or similar

Syenta Life:

At Syenta we firmly believe that start-up life is not about endless 60-hour work weeks. Our culture is to empower our team with benefits that enable you to do your best work whilst maintaining a healthy relationship with your life outside the office. Some of the ways we do this include:

- Equity packages for our company to become your company
- Flexible leave arrangements to help you chill out, see friends and family, or follow a passion

We are building a company of incredible, friendly, and hard-working people. If you would like to be a part of a company that is changing the world, please reach out.

Contact:

We would love to hear from you! You can either [apply now](#) or send an email to info@syenta.com.au for more information.

