

BUSINESS DEVELOPMENT MANAGER (M/F/D)

We are seeking a highly motivated Business Development Manager to join our team and contribute to the development of our Direct Air Capture plants.

RESPONSIBILITIES:

Market & Business Development

- You identify and develop new business areas, use cases, and partnerships related to Direct Air Capture, carbon credits, and CO₂ utilization.
- You derive concrete project opportunities for DACMA from market, technology, and regulatory trends (e.g. funding mechanisms, certification schemes, regulatory frameworks).
- You monitor political and regulatory developments and assess their economic relevance for new projects.

Project Origination & Customer Engagement

- You manage inbound inquiries, qualify potential customers and projects, and conduct initial as well as follow-up discussions.
- You take ownership of the early project and deal phases – from the initial idea through scoping and business case development to contract signing.
Focus: strategic project origination rather than cold calling or KPI-driven sales.
- You hand over projects to project management and remain selectively involved during the early project phase as a sparring partner in the customer relationship.



JOIN OUR TEAM
APPLY NOW

apply@dacma.de

Job ID: F-B202602

Networks & Visibility

- You actively build and maintain networks with customers, partners, platforms, and relevant institutions.
- You represent DACMA at conferences, trade fairs, and industry events.

Interface Function

- You work closely with project management and engineering teams.
- You translate complex technical concepts into clear, economically viable use cases for customers and partners.

REQUIREMENTS:

- Several years of experience in business development, project development, or partner management
- Solid technical understanding or strong affinity for complex technical solutions, e.g. in the energy sector, plant engineering, environmental technology, or comparable industrial environments
- Strong interest in topics such as carbon credits, climate policy, carbon markets, and sustainable industrial development
- Ability to translate complex technical content into economically viable use cases and project concepts
- Independent, structured working style with an entrepreneurial mindset in a low-structure environment
- Excellent communication skills, strong negotiation abilities, and a professional demeanor when interacting with customers, partners, and internal stakeholders
- Willingness to travel occasionally for business purposes (e.g. trade fairs, industry events)



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Your Benefits

- 30 days of paid vacation to support your recovery and work-life balance
- Subsidy for the Germany Ticket to support your mobility
- Company pension scheme for long-term financial security
- Wellhub subsidy to support your health and fitness
- Multicultural & collaborative team – work in an inclusive environment with strong knowledge sharing
- Purpose-driven & sustainable work – contribute directly to reducing CO₂ emissions and developing solutions to combat climate change
- Development & innovation – bring in your ideas and actively shape the company's future
- Equal opportunities – strong commitment to diversity, equity, and inclusion
- Flexibility – hybrid working model combining office and home office
- Team events – regular activities that strengthen team spirit

**Join us and contribute your Business Development
Manager expertise to shape a more sustainable future!**



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