



## Commercial Director @ Magneto

Magneto is developing novel magnetocaloric materials to unlock new sustainable energy conversion applications. We are now looking for a Commercial Director to support the growing team and complement our technical leadership and innovativeness.

### Role & Responsibilities

Magneto is working on a disruptive technology which can reshape the whole heating and energy conversion industry. Your role will be to discover the most promising applications to start with, form supportive partnerships and ensure successful business development. You will lead the commercial side of Magneto which means your role isn't static but grows and changes with the development of the team and company.

Current responsibilities include:

- Definition and implementation of commercial business, financing, marketing and communication strategy
- Market intelligence and analysis
- Maintenance and formation of strategic partnerships with corporates, research institutes and other startups
- Development of a fundraising strategy and early engagement with potential investors
- Identification, application and management of subsidies and public grants
- Interface to our advisory, administrative and recruiting partners

### Your profile

We are looking for an entrepreneurial team player who has a background in both business and technology. More precisely you:

- Enjoy the dynamic environment of a startup but are in for the long ride of a deep tech company
- Are passionate about sustainability and understand the crucial role of energy solutions
- Can collaborate with technical experts and enjoy working with different personalities and cultures
- Are fluent in English and have a valid working permit for the Netherlands

Preferably you have:

- +2 years of business development and/or management experience
- Familiar with material science, mechanical engineering and/or energy applications

In return you receive:

- + €35.000 in salary depending on your experience and qualification
- Vested company shares after a trial period
- Opportunity for rapid personal and professional growth within a purpose-driven, well-connected and innovative tech startup

If this sounds like a great match for you let us know why and attach your CV to [careers@magneto.systems](mailto:careers@magneto.systems)

### About us

Magneto was founded in 2019 as a TU Delft Spin-Off from the Faculty of Applied Science. It builds upon long term research conducted by Prof. Ekkes Brück in collaboration with BASF and various other research and commercial partners. Magneto is led by Michael Maschek and Bowei Huang and is supported by further technicians as well as technology and business advisors. Within the short time frame, Magneto was able to attract pilot contracts, develop prototypes, secure significant national and EU funding and acquire a strong IP portfolio with the help of TU Delft investment arm Delft Enterprises. Magneto's lab and office are located at the TU Delft Reactor Institute. Learn more about us on our website: [www.magneto.systems](http://www.magneto.systems)