

Vacancy ReSolved Technologies

Business Developer

About us

ReSolved Technologies is a fast-growing, driven scale-up founded in 2020, based in the Netherlands (Sittard-Geleen). We develop an advanced recycling technology based on selective dissolution and purification (solvent-based recycling). With our technology, we transform complex plastic waste streams into high-quality, near-virgin feedstock, closing the loop for engineering plastics like ABS from WEEE (electronic waste) and ASR (automotive shredder residue). We achieve true circularity by removing colours, contaminants, and legacy additives, enabling recycled material to be reused in demanding applications such as consumer electronics, toys, and automotive.

We are an energetic, diverse team that is up for the challenge. We celebrate success but keep moving forward—together. Our progress is driven by a collective mindset, where quality lies not just in our product, but in how we work. With an operational pilot plant and plans for our first commercial production line by 2029, we are committed to turning plastic waste into valuable resources, putting an end to landfilling, incineration, and downcycling. At ReSolved, we care about what we do, act with integrity, and are serious about our commitments. With our skills and dedication, we are leading the transition to a circular economy.

About you

You are the door-opener and the commercial growth engine of ReSolved Technologies. You have the network, persuasive power, and market insight to generate excitement for our products, because you understand how we create value for our customers. You build value chain connections, from suppliers to OEMs, ensuring everyone sees the benefit and value of our technology.

As a commercial entrepreneur you have a passion for people, technology, and sustainability. You enjoy adventure, embrace uncertainty, and reflect on how to navigate and make it happen.

About the job

You translate our strategy into a solid sales pipeline and close deals that accelerate our growth. You thrive in creating structures where needed, work creatively with limited information and resources, and make things happen, because you know what it takes to deliver results.

Your key tasks and responsibilities are:

Strategic Business Development & Sales

- Open doors and pave the road: Build a robust sales pipeline by proactively engaging with new customers and partners. You know how to spark interest, understand customer needs, and present our value proposition convincingly.
- Co-develop and execute commercial strategy: Translate the company's vision into clear sales targets, channels, and action plans. Ensure a predictable, growing revenue stream.

- Market & business intelligence: Stay ahead of market trends, pricing, and competition. Use these insights to refine our positioning and pricing strategy.
- Value chain connections: Build strategic relationships with key players, from waste processors to OEMs, and create demand and offtake agreements for our recycled materials.

Account Management & Contract Negotiations

- Account management: Maintain and deepen relationships with existing customers (to ensure long-term collaboration).
- Contract negotiations: support negotiations that result in commercial contracts with clear value for both parties. You understand pricing, costing, and value determination and know how to close win-win deals.
- Collaboration agreements: Establish partnership agreements with players across the value chain, such as waste processors, compounders, and manufacturers.

Marketing & Communication

- Marketing strategy: Provide input and support the development of an effective marketing strategy that highlights our technology and value proposition. Think content creation, PR, trade shows (e.g., K 2025, PRSE), and digital campaigns which you support in execution.
- Communication: Ensure clear, compelling communication to customers, investors, and stakeholders. You know how to simplify complexity and deliver messages that inspire action.
- Brand creation and positioning: Support in positioning ReSolved Technologies as the leading player in high-quality plastic recycling, emphasizing our technological edge and sustainable impact.

This role reports to the CEO and offers the opportunity to grow into a CCO or CMO position as the company matures.

Profile & Competencies

Experience & Background

- 5 - 10 years of relevant experience in commercial roles, preferably in the polymer/plastics or chemical industry, (plastic) recycling, or sustainable materials.
- Proven success in business development, sales, and account management in B2B environments, with a focus on technical, high-value products.
- Experience in building commercial structures in a scale-up or start-up is a plus.
- Knowledge of the plastic recycling market, circular economy principles, and EU regulations (e.g., Plastic Strategy, Circular Economy Action Plan) is a strong advantage.
- Experience with strategic partnerships and long-term contracts with large industrial customers.

Personal Skills

- Dealmaker mindset: You know how to create interest, understand needs, and persuade customers. Won't take a no for an answer and creates yesses.
- Strategic & hands-on: You translate strategy into action and operate at both tactical and operational levels.

- Networker: You have a strong industry network and build valuable relationships effortlessly.
- Entrepreneurial & resilient: You thrive in uncertainty, deliver results with limited resources, and make things happen.
- Team player with leadership: You inspire and motivate others, work well with diverse personalities, and have a collective mindset.
- Passion for sustainability: You believe in our mission and want to contribute to a circular economy.

Education

Bachelor's or Master's degree, preferably in Business Administration, Chemical Engineering, Environmental Science, or Industrial Engineering.

What we offer

We offer the opportunity to work in an energetic and fast-growing start-up company that moves in the forefront of transition to a circular plastic supply. This is a challenging and impactful role in a fast-growing, innovative scale-up with a clear societal purpose. We have a dynamic, informal work environment which offers plenty of room for initiative, growth, and development.

You will receive an unforgettable ride with great learning opportunities in which we give you a lot of trust, ownership and responsibility. This role provides the opportunity to evolve into a CCO or CMO role as the company scales.

We offer competitive compensation, including a market-conform salary, bonus scheme, and potential equity participation in the company's success.

How to apply

Interested? Send your CV and cover letter to norbert@resolved-tech.com attn. Norbert Fraunholz, CEO. In your cover letter, address:

1. Your relevant experience and successful commercial projects (e.g., deals, partnerships, market penetration).
2. Your vision on how you can help ReSolved Technologies grow over the next 5 years.
3. Your motivation to contribute to a circular economy and be part of our journey.

For more information: Visit our website www.resolved-tech.com or contact Norbert Fraunholz at +31 624 707 483.