

## BUSINESS DEVELOPER – MARITIME & WASP (CH FRANCE)

**Reference** : CH\_JOB\_24\_01\_BD\_Maritime  
**Publication Date** : 2024-04-10  
**Activities** : Business and Sales Development  
**Contract** : Full Time or Part-Time Job  
**Seniority** : Experienced in the industry with solid network  
**Start date** : 2024 Q2/Q3  
**Location** : France – Nice Area (alternatively Valencia, Spain or remote)  
**Answer to** : [jobs@caponnetto-hueber.com](mailto:jobs@caponnetto-hueber.com)

### COMPANY PRESENTATION

#### Background:

Caponnetto Hueber (CH) is a scientific laboratory and a consulting company specialized in fluid dynamics, energy efficiency and R&D for the nautical and maritime industries. The company provides fluid dynamics services and develops innovative concepts and “efficient designs” for the maritime world.

Over the years, Caponnetto Hueber has become a reference in racing, foiling, and efficient yacht design and ship optimization.

By combining its innovative-driven mindset, and its state-of-arts analysis and optimization software and expertise, CH is able to develop disruptive solutions aimed at lowering the O-emission of the nautical and maritime industries.

Caponnetto and Hueber have competed in the last five America’s Cup editions and have won it in 2010 and 2013.

The main office is located within the Marina of Valencia, Spain, in a former America’s Cup base. CH is currently setting up a subsidiary, dedicated to the maritime industry, in Nice, France.

#### R&D Lab:

Caponnetto Hueber develops innovation, software and expertise through its innovation and technological Laboratory and in particular develops analysis software and design solutions to decarbonize the nautical and maritime industries.

CH main R&D topics are:

- Wind Assisted Ship Propulsion (WASP) systems design and optimization.
- High Fidelity Wind Assisted Ship Propulsion (WASP) systems power, emissions and performance predictions software and systems emission reduction evaluation tools.
- Propulsion and energy harvesting systems through fluids motions.
- Innovative and efficient hydrodynamic concept, design and solutions for yachts, vessels and ships
- Machine Learning based solutions for design optimization, performance prediction, emission reduction and operation optimization software.

#### Services:

Caponnetto Hueber offers innovative services in the field of fluid dynamics and naval engineering. Using high-end methodologies and tools, CH is able to improve design, performance and efficiency for naval

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architects, yacht designers and shipyards, and deliver lower fuel consumption and emissions design for ship owners.

CH services include:

- Computational Fluid Dynamics (CFD).
- Hydrodynamic and aerodynamic design and optimization
- Efficient and foiling yacht concept development.
- Hulls, appendages and foils design.
- Low and 0-emission yachts and vessels.

**Caponnetto Hueber is expanding its activities and is currently setting up a subsidiary in France to develop its activities in the Maritime, Wind Assisted Ship Propulsion (WASP) and Floating Offshore Wind Turbine (FOWT) Industries.**

## COLLABORATOR PROFILE

### Profile:

- **Business developer, sales representative or sales agent preferably located in France.**
- MSc Degree (Engineering or Business School) and 5+ years experience ideally in maritime, offshore or renewable energy sectors.

### Experience:

- With a deep understanding of the maritime, shipping, WASP or FOWT industries, you have a previous experience as:
  - a business developer, a sales representative (services or software) or a sales agent;
  - a CFD engineer or a naval engineer;and have developed a consolidated network and expertise in the industry.

### Job Description:

You will be in charge of the development of the maritime division sales to expand the company's activities to the maritime industry.

Your main tasks will be:

- Develop the company business and sales strategies.
- Increase the company's sales on the National, EU and International markets.
- Develop and consolidate the company's partnerships and collaborations.
- Prospect and secure public R&D funding programs (National and European).
- Attend and represent the company at industry fairs and conferences to promote the company's products and services, increase its clients network and set up partnerships.
- Lead and manage the sales associated administrative and contractual tasks.

You will take an active part in the management and development of the French subsidiary.

You will report directly to the General Manager.

### "MUST":

- Fluent in English and French.
- Dynamic, pro-active, organized, autonomous and flexible.
- Adaptable and able to take in charge additional tasks to support the general manager.
- Verbal and written communication skills for presenting complex technical information to diverse audiences.

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- Willing to travel on a regular basis to engage with clients, attend industry fairs and boat shows, and to the company office if remote.
- Willing to collaborate with the technical team to align sales efforts with the service and R&D groups' capabilities and priorities.
- Capable of drafting, reviewing, negotiating and closing contracts.
- EU resident or in possession of an EU work permit.

“PLUS”:

- Italian or Spanish knowledge would be a plus.
- Passionate about innovation, technology, the ocean and water activities.

**CH values candidates who have a real passion and interest for making a meaningful impact in the maritime and nautical sectors by actively contributing to decarbonization efforts.**

If you are willing to be part of an international group who aim to lead the innovation, the technology development and the transformation of the nautical and maritime industries towards more efficient, cleaner and more sustainable industries, please contact us at [jobs@caponnetto-hueber.com](mailto:jobs@caponnetto-hueber.com) using the offer reference in the title and include your **CV and references in English**.