AMURA

JOB OFFER · HYBRID

Business Development Specialist (Mid-Level)

Hybrid | Permanent · Full-time | Fixed + variable

About us

Híades is a maritime tech company founded in 2010 in the Canary Islands. Under its Amura Solutions brand, it develops software to digitalise port and maritime operations, and has delivered IT consultancy and solutions in 20+ ports worldwide. Member of IALA and active in IMO and IHO committees. www.amurasolutions.com

The role

- 6+ years of client-facing experience: business development, commercial strategy or B2B sales, or account management, or technology projects as an analyst / project manager
- Hybrid role based in Tenerife, joining the Amura Solutions commercial team
- Focus: current clients and new client acquisition
- Fluent English, spoken and written
- A profile with independent judgment, able to challenge and improve processes with data

Responsibilities

- Report to the head of the commercial area and to the company's corporate leadership
- Manage and grow the commercial relationship with clients: ports, port authorities and maritime stakeholders in Spain
- Support the continuous improvement of product, pricing, commercial strategy, client relationships, and KPIs & reporting

Desired profile

6+ years of experience in **one** of the following:

01 Business development, commercial strategy or B2B sales

OR

02 Account management with B2B clients

OR

03 Technology analyst or project manager on technology projects, working directly with the client

If your experience is client-facing but not in direct sales, we will train you on the commercial side.

- Degree in Economics, Business or similar and Computer Engineering or similar
- Experience selling SaaS or complex technology implementations is highly valued, as is a background in IT consulting firms
- Proven ability to build and maintain strong B2B client relationships
- Fluent English, spoken and written
- Based in Tenerife or willing to relocate (hybrid role)
- Autonomy, critical thinking and data-driven decision-making
- Genuine interest in understanding complex B2B tech products

What we offer

- Permanent, full-time, hybrid in Tenerife
- Remote with regular travel to Tenerife possible for exceptional candidates
- Fixed + variable pay
- Commercial training for account and project profiles
- Strategic role close to decision-making
- Real impact on the digital transformation of ports

How to apply

Send your CV and a short motivation email to empleo@hiades.es