



# RECRUITMENT

## Business Unit Manager - Benelux | Brussels, Belgium

### Job description

Hinicio is looking for a Business Unit Manager that can develop and manage client projects in Europe and lead Benelux regional operations, with a focus on:

**BU management:** Developing, implementing and managing the regional tactical plan and budgets in line with Hinicio's strategy.

- Day-to-day coaching of the local team of 10-20 consultants.
- P&L responsibility for the Benelux Business Unit.

**Project management:** Ensuring projects are delivered on-time –in scope– in budget, generating the expected impact with the client.

- Coaching junior staff to build a collaborative and inclusive environment while always meeting Hinicio's high quality standards.

**Business development:** Leading the development of project opportunities in the field of sustainable energy and transport (with a strong focus on hydrogen and fuel cells), research and innovation through direct cooperation with other staff and strategic partners.

**Knowledge development:** Contribute to the development and sharing of your team's expertise and know-how with the support of your senior managers.

### What we offer

An attractive job opportunity in a highly motivating sector and growing start-up environment.

The opportunity to manage a small Business Unit (Local tactics, P&L, HR & Resource Planning, KM, admin) and manage project teams. Produce an immediate impact on your team and clients in an international environment.

A flexible workplace; allowing you to balance the demands of your personal and professional lives. Hinicio strives to have fun while working hard, but understands life extends far beyond the office.

An exciting and supportive working environment, where "intra-preneurship" opens doors to opportunities

Rapid learning and personal career development, including further leadership opportunities for a high potential candidate in short to mid-term.

A remuneration package in line with the candidate's experience and motivation.

### Desired skills & expertise

Proven experience (minimum of 8-10 years) at managing teams and managing projects for market studies, business case definitions or other strategic consulting topics.

Experience in the field of sustainable energy and/or transport. For example, with a top consulting firm, energy utility, automaker or innovative start-up.

A personal desire to coach and steer staff by sharing knowledge and experience to further train them and ensure high quality project work.

A track record at delivering complex international projects and innovative business solutions under hard deadlines.

Strong leadership and strategic thinking for developing and implementing multidimensional frameworks and methodologies.

Excellent people management skills with the ability to engage with client managers and facilitate consensus-building.

The motivation to collaborate with other project managers, internal staff, and external experts.

An open networker with a commercial mindset bringing proven business development experience.

A supportive and dependable manager able to work under pressure and dealing with multiple priorities with creativity and resilience. Previous P&L responsibility is a plus.

Solid written and oral communication skills.

A perfect command of English and French or Dutch is required, with strong redaction skills.

A degree from a high-level business school or master's degree in (electrical) engineering combined with an MBA or a master's degree in economy or business.

### Nice to have

A previous experience with hydrogen and/or fuel cells is a plus.

A good command of Dutch, French and/or Spanish;

A solid experience with internet-based collaborative platforms, project management and CRM tools.



Deadline for applications:  
**January 21, 2022 midnight (CET)**

If you are interested in this position, please send your **CV and Cover letter** to [recruitment@hinicio.com](mailto:recruitment@hinicio.com) with the subject: **BU Manager - Brussels**

### About Hinicio

**HINICIO is a strategy consultancy firm specialized in energy transition and sustainable mobility. We are recognized as a leading player in the hydrogen field in Europe and Latin America.**

For more than 14 years, **HINICIO** has been working across the entire value chain helping the industry overcome the challenges and unlock the emergence of hydrogen as an energy carrier.

Our client base includes industrial companies (energy & utilities, automotive manufacturers, tier-one suppliers...), innovative SMEs, investors, or regional, national, and international administrations.

In addition to hydrogen, **HINICIO** supports its clients on a broad range of energy transition and zero emission mobility technologies.

**HINICIO is strongly internationally minded: our headquarters are in Brussels and we have offices in Paris, Bogota, Buenos Aires, Santiago and Beijing, and direct representatives in the Netherlands and Mexico.**

We have run missions for 14 years in Europe, Latin America, Caribbean, Asia, and North Africa. Our team includes both a young team of bright individuals and very senior experts with strong industrial background. We are all very proud to be part of the energy transition and very motivated to take up all the challenges around it.

We favor diversity and gender equity among our teams, which are composed of engineers, economists, energy & environmental policy experts, and count more than 12 different nationalities.