

Business Developer & Eco-design Engineer (M/F)

Reference [HMTFT066]

About us

MITSUBISHI ELECTRIC is a major global player in the fields of power electronics, industrial automation, energy infrastructure, mobility and building systems.

Within Mitsubishi Electric R&D Centre Europe (MERCE), research activities in eco-design, Life Cycle Assessment (LCA) and sustainability are growing rapidly. To accelerate the development of new high-value-added activities based on MERCE's expertise and the [PELCA](#) software platform, we are looking for an Eco-design Engineer.

The objective of this position is to lay the foundations for a new eco-design services and consulting activity, with a high degree of entrepreneurial autonomy. The successful candidate will act as a true entrepreneur, responsible for identifying opportunities, developing a service offering, delivering the first client projects, and contributing to the development of a sustainable business that can be scaled across the Mitsubishi Electric Group.

Your responsibilities

Business development and creation of a new activity

- Identify market opportunities related to eco-design, Life Cycle Assessment, circularity and regulatory compliance.
- Develop direct relationships with Mitsubishi Electric Business Units, Mitsubishi Electric Europe and external clients.
- Conduct client interviews to identify needs and priority use cases.
- Develop and promote technical and commercial offerings.
- Contribute to defining the business model and growth strategy for the activity.
- Contribute to the development of industrial and commercial pilot projects to validate market assumptions

Delivery of technical services

- Carry out eco-design, Life Cycle Assessment (LCA), Product Carbon Footprint (PCF) and circularity studies for internal and external clients.
- Contribute to the development and improvement of related software tools, in particular the PELCA platform.
- Translate client needs into scalable methods, tools and services.
- Collaborate with MERCE technical experts to develop innovative solutions addressing identified needs.

Standardisation and regulatory monitoring

- Actively monitor regulatory and standardisation developments related to sustainability, eco-design and environmental product declarations.
- Participate in national and international standardisation activities.
- Translate regulatory and standardisation requirements into service offerings, methodologies and software features.
- Contribute to MERCE's strategic positioning on sustainability and environmental transition topics.

The expected outcomes include:

- Conducting several exploratory studies with potential internal or external clients.
Defining a structured portfolio of service offerings.
- Delivering at least two commercial projects.
- Identifying medium-term development opportunities within the Mitsubishi Electric Group.
- Proposing a roadmap for scaling up the activity.

Your profil

Expérience & skills

- Engineering degree in a scientific or technical field.
- Experience in one or more of the following areas :
 - Life Cycle Assessment (LCA),
 - Eco-design,
 - Industrial sustainability,
 - Power electronics,
 - Energy systems.
- Experience in innovation, technology transfer, consulting or business development would be a strong asset.

Soft skills & languages

Above all, we are looking for someone with an entrepreneurial mindset.

- Strong autonomy and ability to turn ideas into concrete opportunities.
- Strong interest in developing new business activities.
- Technical curiosity and openness to business challenges.
- Ability to engage effectively with technical experts, industry decision-makers and clients.
- Excellent communication and presentation skills.
- Initiative, perseverance and ability to thrive in uncertain environments.
- Professional proficiency in spoken and written English, enabling effective communication in an international environment.

Position details:

- Contract : 12 month fixed-term contract
- Location : Rennes, with frequent business trips to the Paris region and across Europe
- Start date : As soon as possible

Interested ?

Contact : Magali BRANCHEREAU

Please send your CV and cover letter in PDF format by email, indicating in the subject line your name followed by the job reference (HMTFT066), to: jobs@fr.mercede.mee.com (jobs[@]fr.mercede.mee.com).