PASSIONATE ABOUT DIGITAL IMAGING? WITH A SERIOUS BACKGROUND IN PROGRAMMING, MATHEMATICS, MECHANICS OR STATISTICS? AGC GLASS EUROPE’S TECHNOVATION CENTRE IS LOOKING FOR A BUSINESS DEVELOPER WITH A KEEN INTEREST IN TECHNOLOGY FOR ITS VIRTUALIZATION DEPARTMENT

AGC Glass Europe offers challenging, and highly rewarding career opportunities. Join a leading international glass company, share a global stage of incredible opportunity with more than 50,000 employees world-wide. Work and grow alongside some of the brightest people in your field.

Our passion is glass. We work every day at turning it into a material opening up new unexpected market opportunities. Glass creates emotion by connecting people with their environment. Could it connect us with you?

AGC Glass Europe
Based in Louvain-la-Neuve (Belgium), AGC Glass Europe is the European branch of the AGC Group (Asahi Glass Co., Ltd), the world’s leading producer of flat glass.
It produces, processes and distributes flat glass for building (exterior glazing and interior decoration), automotive (original glass and replacement glass) and smart screen applications.

AGC’s Technovation Centre (Belgium)
AGC’s Technovation Centre based close to Brussels (Belgium) mobilizes its 300 researchers, engineers and technicians to:
- turn glass into a material meeting a growing range of needs (energy control, comfort, safety and health, aesthetics)
- engage in radical innovation with technological breakthroughs opening up new market opportunities.

Antibacterial glass, Glassiled Motion for dynamic facades, the Google jamboard for multitouch screens are just some of our latest innovations.

Your mission – in the virtualization department (Belgium)
As a member of our young and enthusiastic virtualization department, you participate in high tech projects aiming at the digitalization of products and services involving glass.

You are customer centric and enjoy working in an environment that requires strong technical and business judgment and great communication skills. You contribute specifically to the promotion of our real rendering services to the portfolio of existing AGC customers.

Our technology developed through Eclat Digital, a French start-up acquired by AGC in 2017, allows physics-oriented modelling of real materials and daylight for better complex in-depth light simulation. Unlike other rendering solutions, our software has been developed by engineers for engineers, and relies on a scientific approach. You will work closely with both AGC & Eclat-Digital.

After a first training into the technology both in Belgium and in France (Nantes), your range of expertise will be as follows :
You Identify ways to position our products and services advantageously
You contact existing AGC customers to identify business needs, develop relationships with them to facilitate sales opportunities
You use existing knowledge of customers’ businesses to demonstrate how AGC’s products and services can support and help customers achieve their business objectives
You manage the customer relationships and technical pre-sales activities
You empathize with all aspects of the customer experience, working with prospects to determine if our value proposition is a good fit for their goals and business needs
You help drive new insights by maintaining up to date knowledge into the area of real rendering and virtualization

Your personality, your creativity and enthusiasm for technical topics will be determining factors

What We’re Looking For In You

- Civil Engineer, Doctor in Mechanics or Physics with a passion for mathematics and statistics
- 1+ years professional work experience
- Advanced knowledge of optics and natural lighting
- A good command of a scientific programming language, ideally Matlab or Python
- Demonstrated ability to assess a customer’s needs and translating them into specifications
- Strong verbal and written communication skills
- Unique blend of technical and commercial skills
- Ability to interact and engage with different people across an international organization: technicians, engineers, project managers, sales, business, R&D and IT
- Ability to analyze complex problems.
- Self-motivated team player with innovative ideas, a passion for technology and computers
- Strong interpersonal skills and experience in building strong relationships
- A desire to grow beyond this role as the company grows
- Fluent in French & English. Knowledge of a third European language is appreciated

Bonus Points For

- Startup experience, or experience in a fast-moving environment

Why You Should Apply

- You’ll be part of a committed, smart, respectful, and fun team
- You’ll get wide-ranging exposure to different aspects of the technology and business worlds
- We offer competitive compensation, a casual office environment, and respect for autonomy

Interested – apply in writing to Mélanie Bayot – AGC Technovation Center – Rue Louis Blériot 12 – 6041 Gosselies (Belgium) – melanie.bayot@eu.agc.com