

# Uplift360: Business Development Lead

**Closing Date:** 30 April 2025

**Location:** The House of BioHealth, Esch-sur-Alzette, Luxembourg  
Flexible and Remote Working Available

**Job Title:** Business Development Lead

**Job Type:** Full or Part Time

**Salary:** Negotiable

## About the Role

Uplift360 is looking for a proactive and opportunity-driven **Business Development Lead** to join our mission-driven startup pioneering circular advanced materials. As a key member of our commercial and strategic team, you will work directly with the co-founders and technical teams to drive engagement with customers, partners, and collaborators as we scale our cutting-edge composite recycling technologies.

We are a fast-paced startup, working at the intersection of material science and circular economy. Our ideal candidate is someone who thrives in startup environments, has a background in defence, aerospace, or advanced materials, and enjoys building meaningful relationships that lead to long-term commercial and strategic opportunities. This is not a traditional sales role, we're looking for someone who can listen, connect the dots, and support our work in developing relationships with the right partners and customers, to continue our growth pathways.

## Your responsibilities will include:

- Supporting and delivering Uplift360's business development strategy across priority markets
- Building and managing relationships with prospective customers, industrial partners, government agencies, and strategic collaborators
- Representing Uplift360 at industry events, conferences, trade shows, and innovation forums
- Identifying relevant innovation programmes, grants, and collaborative funding calls across the UK and EU
- Supporting the formation of consortiums and partnership proposals (you won't be the grant writer, but you'll shape, project manage and assemble the team)
- Working closely with the co-founders to evaluate and prioritise commercial opportunities and engagement strategies

- Feeding back insights from customer conversations to shape product direction and go-to-market strategy

You will report directly to Uplift360's Co-Founders, working closely with technical and operations teams across the UK and Luxembourg. This is a dynamic, outward-facing role focused on engagement, opportunity spotting, and relationship building in sectors where trust, technical understanding, and long-term partnerships matter.

**The right candidate will be:**

- Experienced in defence, aerospace, or advanced materials sectors (ideally 3–5 years' experience)
- Curious, confident, and adaptable, with strong interpersonal and communication skills
- Strategic in their thinking and able to spot emerging opportunities across sectors and funding landscapes
- Comfortable working independently and juggling multiple projects and conversations
- Excited by working in a small, ambitious team and shaping something from the ground up
- Passionate about sustainability, innovation, and deep tech impact
- Experience in consortium building (e.g., Horizon Europe, Innovate UK, Luxembourg national innovation schemes)

**Qualifications & Experience:**

- Degree in a relevant field (e.g., engineering, science, business, international relations, or innovation policy)
- 3–5 years of experience in business development, partnerships, or innovation roles
- Strong understanding of one or more of our key sectors: defence, aerospace, or advanced materials
- Exposure to UK and/or EU innovation ecosystems (e.g., Innovate UK, Horizon Europe, EIC, national schemes)
- Excellent communication and stakeholder engagement skills – both verbal and written
- Experience supporting collaborative funding applications or partnerships is a plus
- Fluency in English and French are essential; other European languages are a bonus

**About Uplift360**

We are a cleantech company developing chemical based technology to reuse and recycle advanced materials.

Through the development of novel low-energy and low temperature chemical systems, Uplift360's ground-breaking circular economic technologies are creating new alternatives to incineration or landfill for advanced materials. This reduces waste, produces low carbon materials and lowers cost of recycling to make reuse and recycling applicable to the widest range of composite and advanced materials.

We operate in multiple domains including, automotive, defence, aerospace and renewable energy. Working with a range of high value composites that contain reinforcing fibres including carbon fibre, aramids, UHMWPE, and glass fibre.

## Why Join Uplift360?

We are a family friendly company that believes in the importance of supporting our employees to find and maintain an excellent work life balance. Your physical, mental and financial wellbeing matters to us.

We offer:

- Flexible working hours.
  - Although our core office hours are 0900 – 1700 Monday-Friday, our employees can take ownership of their work and the hours can be worked flexibly inside or outside of these office hours, to fit best with their lives and meets the needs of their role.
  
- Remote working
  - This role will be based in our office in the House of BioHealth, Esch-sur-Alzette. However, you have the possibility to work from home or from a local co-working space as required.
  
- Flexible Paid Leave
  - Uplift360 maintains a flexible paid leave policy which enables employees to take leave as required without the bounds of the usual limited leave approach.
  - Summer and Christmas slow/shut down.

## Equal Opportunity Statement

Our mission is to welcome everyone and create inclusive teams. We celebrate difference and encourage everyone to join us, and be themselves at work. If you would like to discuss any accessibility requirements for the recruitment process or the role, please contact us and we will be happy to discuss.

## How to Apply

Send an email, including your CV with **two reference contacts**, and a cover letter to [jobs@uplift360.tech](mailto:jobs@uplift360.tech).