

Global Industrial Development & Partnerships Engineer

Patras, Greece

Full-time

-Job Description-

A. Your responsibilities

Are you an engineer with a passion for building global partnerships, identifying business opportunities, and driving industrial collaborations? Do you thrive in a role that combines technical expertise with business acumen, market research, and international travel? Then this is the Quest for you!

FEAC Engineering is looking for a **Global Industrial Development & Partnerships Engineer** to expand its global industrial footprint, engage with top-tier companies, and secure high-impact collaborations. As part of our growing business team, you will:

1. **Develop & Strengthen International Partnerships**
 - Identify and engage with major industrial players across Europe, the U.S., and Asia-Pacific in various industries.
 - Build long-term relationships with engineering companies, simulation software vendors, and technology providers to position FEAC as a leader in numerical simulation, Digital Twins and Digitalization solutions.
 - Drive negotiations and establish contracts with industry leaders for industrial projects and collaborations.
2. **Global Market Expansion & Strategic Business Development**
 - Conduct in-depth global market research to identify new business opportunities in simulation-driven engineering, Digital Twins and digital transformation.
 - Lead FEAC's participation in high-profile consortia for collaborative European & international funded programs (e.g., Horizon Europe, EDF, EIC, ESA).
 - Represent FEAC in international exhibitions, trade fairs, and networking events to create new business opportunities.
3. **Technical & Business Project Acquisition**
 - Secure high-value industrial projects from major global companies, mainly outside Greece.
 - Work closely with FEAC's technical & sales team to translate industry needs into tailored solutions.
 - Monitor competitor landscape and identify areas where FEAC can differentiate its solutions.



4. **Frequent International Travel**

- Travel **1–2 times per month** to meet potential partners, build customer relationships, negotiate deals, and attend key industry events in Europe, North America, and Asia-Pacific.
- Engage in face-to-face discussions to establish trust, finalize collaborations, and drive revenue growth.

B. **Your profile**

→ Skills/Experience

Required:

- Background in Mechanical Engineering, Applied Physics, Naval Engineering, Computer Science, or a related field.
- Good knowledge of digital engineering approaches (CAD/CAM/CAE), Digital Twin technologies and Digitalization solutions.
- Strong Experience in project management, business development, or industrial partnerships in technical fields.
- Proven ability to engage with C-level executives, business leaders, and technical teams in multinational settings.
- Understanding of international market trends.
- Exceptional communication, negotiation, and presentation skills in English (spoken & written).
- Willingness and ability to travel frequently (1–2 times per month) for business meetings, networking events, and technical discussions.

Valuable:

- Experience in securing industrial contracts and/or participating in publicly funded European programs.
- Working with KPIs and experience in data-driven decision making for business intelligence.
- Technical proposal & report writing skills for industrial tenders and funding applications.

Eligibility criteria:

- You have a professional background in Mechanical Engineering/Applied Physics/Computer Science (or a related field) and have either:
 - a Master's degree (or 5-years study) or PhD with min. 5 years of post-graduation professional experience (min. 2 years in technical positions & min. 2 years in Business Development positions;
 - Candidates must have **fulfilled their military service obligations** (if applicable).

C. **Additional Information**

Contract duration: 36 months, with the potential for a permanent contract extension (depending on (based on results/efficiency)).



This position involves:

- Working with strict deadlines in a fast-paced international environment.
- Managing multiple tasks / projects simultaneously.
- Drafting & contributing to technical proposals.
- Frequent international travel for meetings, conferences, and exhibitions.

D. What We Offer

- Competitive salary package (based on proven experience & results/efficiency).
- Bonus upon success and targets achievements
- Continuous professional development through hands-on training & exposure to state-of-the-art software tools.
- Collaboration with global leaders
- Opportunities for travel to international conferences and industry exhibitions.
- A dynamic, innovative-driven work environment in brand-new facilities.
- Life insurance coverage for added security and peace of mind.
- Supermarket vouchers as part of our employee benefits program.

E. About Us

At FEAC Engineering, we are at the forefront of physics-based simulations, Digital Twin technology, AI-driven engineering solutions, and digitalization strategies, revolutionizing industrial innovation through cutting-edge computational methods. Since our founding in 2014, FEAC has evolved into a global leader in Simulation-Driven Product Development and advanced digital solutions, collaborating with some of the most renowned industry giants across sectors such as aerospace, maritime, energy, and defense.

FEAC's dedication to innovation and excellence has been acknowledged at the highest levels. The company has been awarded the Seal of Excellence by the European Commission, recognizing its significant contribution to cutting-edge European research and development. Additionally, FEAC has received the prestigious European Defence Agency (EDA) Innovation Prize, further solidifying its leadership in advanced engineering solutions.

At FEAC, we don't just follow the industry—we redefine it. Join us in shaping the future of digital engineering, expanding our global industrial collaborations, and leading the transformation of high-tech industries worldwide.

Ready to take your career to the next level? Apply now and become part of FEAC's team!