



<https://www.artemys.be/job/business-developer-construction-sector-energy-efficiency-projects/>

## Business Developer Construction Sector – Energy efficiency projects

### Description

On behalf of our client **Watt Matters**, we are looking for a **Business Developer** to drive **energy efficiency projects in the construction sector**, passionate about the energy transition and eager to contribute to the company's mid-term ambition of becoming a low-carbon society.

Location: **Brussels Region and Flanders**

**Watt Matters** specializes in designing, installing, financing, and operating energy-producing installations for residential and public buildings. Its technical solutions and services include installing boiler rooms and cogeneration units, heat pumps, photovoltaic systems, remote monitoring and control systems, and building insulation.

**Watt Matters** is committed to accelerating the energy transition and becoming a low-carbon society in the near future. It also aims to become a leading player in the energy transition market.

### Responsibilities

As the company expands rapidly, it is seeking a **Business Developer in the Construction Sector – Energy Efficiency Projects** who combines strong commercial acumen with genuine environmental awareness. This role focuses primarily on identifying, analysing, designing, and selling turnkey energy solutions to promoters of new and large-scale housing projects.

As a **Business Developer in the Construction Sector – Energy Efficiency Projects**, you will be at the heart of the commercial development activities. Your primary responsibility will be to secure agreements with promoters and developers of new and large-scale residential buildings. To that end, you will present a commercial model based on the third-party investor system, under which Watt Matters finances the technical solution, its installation, and maintenance in return for lease agreements linked to the energy systems.

### Your key tasks:

- Observe and understand the company's structure and culture. Furthermore, analyse and familiarise yourself with the company's technical solutions and value propositions. Within a few months, observe and assess the company's go-to-market approach in this context
- Observe the market opportunities and perform a functional analysis of business opportunities
- Identify and validate sales targets/objectives with your management
- Develop a sales strategy related to the construction market (construction companies and promoters of large-scale residential projects)
- Break down your sales strategy into actionable components, including KPIs and tools. Make sure you are fully prepared to engage in sales activities within a defined timeframe
- Ensure building long-term trusting relationships with clients without ever

### Hiring organization

Artemys

### Employment Type

Full-time

### Duration of employment

Unspecified

### Industry

Renewable energy

### Job Location

Brussels Region; Flemish Region

### Date posted

13 May 2026

compromising on ethical standards

- Prioritise the execution of your sales strategy, always keeping a strong sales performance as your primary objective; to achieve this, you feel comfortable mobilising internal support and collaborating closely with internal teams to close deals successfully
- Coordinate and oversee the design and engineering of technical solutions offered to clients, from initial concept through to the finalisation of the technical proposal
- Act as an “intrapreneur” all along your working journey to stimulate a positive and impactful collaboration across the company
- Close deals with clients, putting key elements first: safety, technical solution quality, budget control, and on-time delivery
- Keep upskilling yourself - expand and develop your expertise to meet the demands of business, and above all, the requirements of clients
- Contribute to the company’s growth strategy by expanding into new markets and developing innovative products and technical solutions
- Represent Watt Matters at trade exhibitions, conferences, and other industry events, and promote and sell its energy solutions for large buildings and zero-energy building projects. This includes cogeneration units, heating and recuperation systems, solar panels, heat pumps, remote monitoring and control systems, and building insulation
- Demonstrate flexibility and adaptability by tailoring proposed solutions to meet the evolving needs of clients

### **Qualifications**

- Strong personal commitment to the energy transition, aligned with the company’s objectives and approach
- Relevant degree (civil or industrial engineering)
- Proven knowledge of the real estate development sector, with relevant experience in a role related to real estate projects or building technical systems (special techniques)
- Experience in hunting and farming is welcome
- A clear interest in current environmental issues
- Excellent interpersonal and commercial skills, with strong listening and advisory skills
- Excellent verbal and written communication skills; strong negotiation skills
- Fluency in Dutch and English. Knowledge of French will be an asset
- Ability to manage various internal and external stakeholders
- Ability to listen, explain, and convince
- Capacity to build a solid business case and defend it before all relevant stakeholders
- Capacity to understand the significance or impact of events and circumstances and to respond appropriately
- Ability to work independently and within a team
- Motivated, structured, goal-oriented
- Proactive personality with a can-do attitude
- Focused on business development and achieving results
- Comfortable working in a dynamic and constantly evolving environment

### **Job Benefits**

- A full-time employment contract
- An attractive salary package with a wide range of benefits, a company car, and career development prospects
- An opportunity to work in a pleasant working environment as part of a dynamic and motivated team, committed to the energy transition and making a difference
- Opportunities for continuous learning and development
- Optional: possibility to work under a freelancer status