https://www.artemys.be/job/business-developer-in-energy-efficiency-projects/

Project Development Manager – Energy Efficiency [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
CDI

Industry
Renewable energy

Job Location
Brussels, Brussels Region, Belgium

Date posted
6 May 2024

Valid through
20.08.2024

Description

On behalf of our client **Watt Matters**, a Belgian company specialising in the design, installation, financing, and operation of energy-producing facilities, we are looking for a **Project Development Manager – Energy Efficiency**, who is passionate about the energy transition and willing to contribute to the company's mid-term goal to become a low-carbon society.

Location: **Brussels**

Responsibilities

Watt Matters specialises in the design, installation, financing, and operation of energy-producing installations designed for residential and public buildings. Their technical solutions and services comprise the installation of boiler room and cogeneration units, heat pumps, photovoltaic systems, remote monitoring and control systems, and insulation of buildings.

Watt Matters is dedicated to accelerating the energy transition and becoming a low-carbon society in the near future. It has another goal – to contribute to reducing emissions in Brussels by 1% through its activities and become a major player in the energy transition market.

As a **Project Development Manager for Energy Efficiency Projects**, you will be part of a team of engineers and financial experts who will develop technical and financing solutions – energy solutions for large buildings: major cogeneration, heating, and recuperation systems, photo-voltkey taic projects, heat pumps, etc. Together, you will actively contribute to the company's prospects for significant growth in the coming years and its energy transition and low carbon-emission strategy.

As a **Project Development Manager for Energy Efficiency Projects**, you will also promote and sell a variety of energy solutions – energy systems and special techniques, including turnkey projects and engineered solutions, and related installation services.

Your **key tasks** will be as follows:

• Observe and understand the company's structure, the technical solutions offered – energy systems and special techniques, the clients and their needs and requirements
• Work closely with support functions, project preparators, draftsmen, project engineers, in order to maximise business opportunities; assist in performing technical and commercial studies tailored to client needs
• Upskill yourself – expand and develop your expertise in order to become the lead in developing technical solutions – energy solutions for large buildings: cogeneration units, heating and recuperation systems, solar panels, heat pumps, remote monitoring and control systems, insulation of buildings etc.
• Promote and sell energy solutions both to brownfield and greenfield clients

• Receive, identify, analyse and monitor commercial prospects in the field of energy renovation of large buildings, mainly in the tertiary sector
• Meet your clients actively, establish close and lasting relationships, and be their single point of contact throughout the process
• Prepare solid business cases – taking into account the technology, engineering, specific project needs, and financial aspects, and defend your projects in front of clients
• Educate clients – help them understand your company's products and services, how they can make the most of your range, and why it can bring them added value
• Ensure client satisfaction while supervising all ongoing activities

In addition, you will be expected to:

• Project cost model together with internal support; create and implement your annual sales plan; monitor margins and ensure that sales targets are met or exceeded
• Work closely with other key persons and departments such as bids, finance, project management, and sales departments, in order to improve the overall company performance
• Provide accurate and timely information to your colleagues to help them prepare quotations and proposals
• Use CRM-related tools to prepare monthly forecasts and summaries
• Produce and negotiate agreements and contracts
• Represent Watt Matters and be the primary point of contact at trade exhibits, conferences, or debates
• Organise and/or visit trade fairs and marketing/sales workshops, as required
• Occasionally attend meetings with clients that take place in the evening

Qualifications
• Relevant technical degree
• Experience in the energy sector, renewables, and/or origination will be an asset
• Experience in hunting and farming is welcome
• A clear interest in current environmental issues
• Excellent verbal and written communication skills
• Strong negotiation skills
• 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
• Fluency in French; good knowledge of English; knowledge of Dutch is welcome

Job Benefits
• A full-time employment contract or independent status, depending on your preference
• An attractive salary package with a wide range of benefits
• An opportunity to work as part of a dynamic and motivated team committed to the energy transition
• Opportunities for continuous learning and development