



<https://www.artemys.be/job/business-developer-industrial-energy-services/>

## Business Developer – Industrial Energy Services

### Description

On behalf of our client **AYA** – an integrated team of forward-thinking energy experts that helps companies develop a comprehensive energy policy – we are looking for a **Business Developer – Industrial Energy Services** who will have a role in the company's growth by sourcing new customers, in line with the company's ambitions and values and balancing the demands of planet and profit.

Location: **Brussels**

### Responsibilities

**AYA's** mission is to lead companies through the energy transition in the most effective way, systematically creating value that will ensure both financial success and sustainability. With over 14 years of experience + more than 1 GW of on-site solutions implemented, along with PPAs/off-site (over 200 GW and +- 1 TWh in the pipeline) and traditional solutions (4 TWh of power and 2 TWh of gas), **AYA** has the expertise to help clients achieve their energy goals.

**AYA's** team of energy experts helps clients use green energy and respond smartly to the volatility of the energy markets. **AYA** guides clients through renewable power generation projects (installing solar panels, batteries, wind turbines, heat pumps, e-boilers...) in all aspects – financial, legal, and engineering. It provides comprehensive strategic advice and hands-on guidance through all project phases. **AYA** prides itself in “making things” happen and takes full responsibility to surmount all obstacles until solutions are effectively running smoothly. In doing so, **AYA** makes sure their clients have consistent, integrated, and coherent energy management, and willingly takes on the financial risk together with the client.

To continue its ambitious expansion, **AYA** is looking for a **Business Developer – Industrial Energy Services** who will partner with major industrial electricity consumers in Belgium, enabling them to lower their energy bill while matching their CO2 emission reduction objectives, all with a positive and hands-on attitude, and with an ambition that is in line with company values.

As a **Business Developer – Industrial Energy Services**, you will deal with many exciting topics: energy flexibility in industry, power purchase agreements, smart EV charging, battery parks, windmills, photovoltaic projects, e-boilers,...

### Your key responsibilities:

- In all sales processes you undertake, you will be an internal spokesperson for clients, and you will build positive and sustainable business relationships with industry professionals sharing the same field of interest (including Power Purchase Agreements; energy transition; CO2 footprint reduction; smart grids; electricity markets; renewable energy and climate neutrality; greener industries; storage and resilience (batteries); smart metering; energy savings & efficiency, etc.)
- In order to do so, you will get to know your team, company structure, assets, and technical solutions offered
- Develop strategies to identify new clients in the industry sector in order to explore

### Hiring organization

Artemys

### Employment Type

Full-time

### Duration of employment

Unspecified

### Industry

Renewable energy

### Job Location

Brussels, Brussels Region, Belgium

### Date posted

28 April 2025

new business opportunities

- Build up a list of prospects, map the key clients, and define short-, mid-, and long-term sales goals
- Secure dynamic and regular weekly client meetings by reaching out to clients through calls, correspondence, or appointments; establish close and lasting relationships with the key persons within the client environment, and be their single point of contact throughout the process
- Follow up on tenders and prepare offers in coordination with the team; develop and present various aspects of the value proposition and business cases to the clients before closing the deal and signing the contract
- Effectively manage and meet client expectations and ensure the successful delivery of annual sales targets
- Produce framework agreements, negotiate, and sign contracts with the clients
- Hand over the project to the operations team and continue further follow-up and account management until final delivery
- Maintain the CRM database – monitor closely and keep logs of all opportunities and contract wins, including accurate pipelines and forecasts, meeting activity, account plans and opportunity plans, feedback on tenders, etc.
- Prepare and submit reports about your sales actions and funnels on a regular basis

### **Qualifications**

- Degree in business/economics/technology/engineering
- Experience in selling customer-focused solutions within energy and/or industrial markets, and a track record in business development
- Good working knowledge of the electricity markets is an asset
- Fluency in Dutch or French, preferably both, and English
- Ability to simultaneously handle several projects and business relationships
- Competency in complex solution selling and change management
- Ability to create, maintain, and develop business relationships with clients from the industrial sector and/or energy project developers
- Active listener, with good negotiation skills
- Strong communication and presentation skills
- Entrepreneurial spirit, ability to work independently, but with a dynamic team and in a constantly evolving environment, strong dedication to the reduction of CO2 emissions
- Decisive team player with a strong focus on solutions
- Takes initiative and has a hands-on attitude
- Valid EU driver's licence

### **Job Benefits**

- An attractive remuneration package, including benefits, company car, a bonus system, and stock options
- Possibility to work on a freelance basis
- A key position in a dynamic and innovative start-up company with strong growth ambitions in a rapidly growing market
- An opportunity to make a meaningful impact on highly challenging projects