



<https://www.artemys.be/job/business-developer-industrial-solar-systems/>

Business Developer – Industrial Solar Systems

Description

For our client **Enerdeal**, a fast-growing and innovative company specialised in developing, financing, and managing large-scale photovoltaic projects, we are looking for an experienced and motivated **Business Developer in Industrial Solar Systems**, who will be responsible for the sales of up to several megawatt industrial photovoltaic projects in the Flemish Region.

Location: **Flemish Region**

Responsibilities

Enerdeal is specialised in project development, financing, and operating large-scale multi-megawatt **Commercial and Industrial Renewable Energy Systems and Solar PV projects**.

Enerdeal's mission, ever since its inception in 2009, has been to promote smarter use of energy by providing state-of-the-art and competitive solar energy solutions to energy-intensive users, industrial companies, and large property owners, increasingly integrated with electric vehicle charging stations. The Enerdeal park represents more than 2,000,000m² of solar systems on carports, roofs, walls, or grounds.

The company operates in Belgium and Luxemburg. Since 1 February 2023, Enerdeal joined the **EDP Group**, an international leader in renewable energies.

As a **Business Developer in Industrial Solar Systems**, you will have the following **key tasks**:

Strategic:

- Get to know your team, company structure, assets, technical solutions offered – energy systems and special techniques, and perform functional analysis
- Perform market analysis, understand your clients and their needs and requirements
- Get familiar with relevant legislation and business cases related to PV industrial projects
- Define the sales strategy aimed at installing PV projects of up to several megawatts
- Build up a list of prospects, map the key clients, and define short-, mid-, and long-term sales goals
- 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

Operational:

- Actively meet your clients on a weekly basis; establish close and lasting relationships with the key persons within the client environment, and be their single point of contact throughout the process
- Educate clients on your products and services, help them understand how they can make the most of your range, and why it can bring them added value

Hiring organization

Artemys

Employment Type

Full-time

Duration of employment

Unspecified

Industry

Renewable energy

Job Location

Zaventem, Flemish Region

Date posted

26 February 2024

Valid through

31.03.2024

- Create new sales opportunities using your personal network, direct marketing approach, management and other leads
- Work closely with the management team to further develop those opportunities
- Prepare proposals – both commercial and technical; liaise with internal teams, especially the engineering team, to ensure appropriate support
- Develop and present various aspects of the value proposition and business cases to the clients before closing the deal and signing the contract
- Participate in events, represent Enerdeal, and be the primary point of contact for the media and at trade exhibits, conferences, or debates

Support:

- Work closely with support functions – finance, legal, and administrative, as well as with project preparators, draughtsmen, and project engineers, in order to maximise business opportunities
- Have close and continuous cooperation with the marketing department in order to be provided with relevant and timely information and leads as to the tracking of the installed base
- Ensure client satisfaction while supervising all ongoing activities

Qualifications

- Relevant degree
- Proven/relevant experience in business development and sale of technical projects
- Experience demonstrating technical, contractual, and financial competencies
- Strong client focus, solution-oriented, and problem-solving personality
- Hunting mentality, capacity to recognise, evaluate, and develop fresh leads
- Excellent organisation skills, accurate, punctual, and structured
- Hard worker, motivated, entrepreneurial attitude
- Autonomous and flexible, but also a collaborative team player
- Comfortable working in a dynamic and constantly evolving environment
- Fluency in **Dutch**

Job Benefits

- A full-time employment contract
- A full and competitive compensation package with many advantages (fixed salary, insurance, bonus system, meal vouchers, company car...)
- An opportunity to work in a rapidly developing and innovative company in the green sector with ambitious growth and expansion plans
- Continuous learning and development opportunities