https://www.artemys.be/job/business-developer-residential-solutions-renewable-energy/

Business Developer – Residential Solutions (Renewable Energy) [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Brussels, Walloon Region

Date posted
23 July 2025

Valid through
31.10.2025

Description

Our client **Energreen** is a fast-growing company aiming to be a pioneer in innovative green technologies and residential sustainable energy solutions. On their behalf, we are looking for a **Business Developer – Residential Renewable Energy Solutions**, who will be responsible for the sales of a variety of renewable energy and storage solutions in Belgium.

Location: **Brussels + Walloon Region**

Responsibilities

Energreen has been working for 10 years to ensure that all energy produced tomorrow will be renewable. Focused on customer satisfaction, Energreen helps individuals and businesses invest in their energy independence with complete peace of mind.

Active in renewable energies, Energreen is specialised in the sale and installation of sustainable solutions for energy production, management, and storage: **photovoltaic solar power plants, inverters, charging stations, heat pumps for domestic hot water, and home batteries**.

Energreen's mission is to provide exceptional and sustainable energy solutions, specifically tailored to clients' needs. Energreen aims to be a pioneer in innovative green technologies that transform the experience and use of energy, and a market leader for residential sustainable energy systems.
Energreen is now looking for a **Business Developer – Residential Renewable Energies Solutions**, who will be responsible for the B2C sales of renewable energy and storage solutions to residential clients in Belgium.

As a **Business Developer – Residential Renewable Energies Solutions**, you will use your persuasive skills and technical knowledge to perfectly adapt Energreen's products and services to the clients' needs.

Your key responsibilities:

• Get to know your team, company structure, assets, and technical solutions offered
• Perform market analysis and database analysis; build up a list of prospects, map the key clients, and define short-, mid-, and long-term sales goals in terms of selling new solutions to existing clients or finding new ones
• Get familiar with relevant legislation and business cases related to the solutions you will be selling
• Prepare sales pitch, and actively perform cold and warm calling sessions
• Be the single point of contact for your clients 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
• Collaborate with external salespersons who will help you close your deals
• Prepare commercial and technical proposals – liaise with internal teams to ensure appropriate support; present various aspects of the value proposition and business

cases to the clients before closing the deal
• Produce framework agreements, negotiate, and sign contracts with the clients
• Perform active B2C business development to generate direct sales
• Make sure that your role remains hands-on, leading by example, but working together with your team
• Work on developing strategic partnerships with existing or new clients, mainly particulars, but possibly others such as architects or construction companies
• Participate in events, represent Energreen, and be the primary point of contact for the media and at trade exhibits, conferences, or debates
• Ensure client satisfaction while supervising all ongoing activities

Qualifications
• Relevant degree
• Proven/relevant experience in **business development**, ideally in a **telesales environment**
• 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
• Native level of **French**; knowledge of **Dutch** and **English** is a strong asset

Job Benefits
• A full-time employment contract
• An attractive compensation package with a fixed salary + motivating variable component
• A strategic role with a lot of autonomy
• An inspiring environment where your ideas make a difference
• An opportunity to work in a rapidly growing company in a promising sector, and to actively contribute to producing the renewable energy of tomorrow