https://www.artemys.be/job/business-developer/

Business Developer – Energy Efficiency Projects (large-scale buildings)

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Brussels Region

Date posted
21 September 2026

Description

On behalf of our client **Watt Matters**, a Belgian company specialized in designing, installing, financing, and operating energy-producing facilities, we are looking for a **Business Developer** to drive **energy efficiency projects for large-scale buildings**, who is 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**

Responsibilities

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.

As the company expands rapidly, it is seeking a **Business Developer** who combines strong commercial acumen with genuine environmental awareness. This role focuses primarily on receiving, identifying, analysing, and monitoring commercial prospects in the energy renovation of large buildings and the implementation of new zero-energy buildings, particularly in the tertiary sector.

As a **Business Developer for energy efficiency projects**, you will be at the heart of the commercial development activities. Your primary responsibility will be to secure agreements with property managers (*syndicats des copropriété* or *syndics*) of large-scale residential buildings. To that end, you will present two commercial models:

1) **Third-party Investor** – where Watt Matters **finances** the technical solution, its installation, and maintenance in return for lease agreements related to the energy systems
2) **Solution Provider** – where Watt Matters **provides and designs** the technical solution for clients

Your key tasks:

• Observe and understand the company's structure and culture. In addition, analyse and familiarise yourself with Watt Matters' 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 and property

managers (*syndicats des copropriété*) of large-scale residential projects
• Break down your sales strategy into actionable components, including KPIs and tools. Ensure you are fully prepared to engage in sales activities within a defined timeframe
• Integrate a “hunter” approach into your strategy, while maintaining a secondary focus on “farming” opportunities. At the same time, ensure you build long-term trusting relationships with clients without ever 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:
– Acting as a “doer” – taking a proactive, “hands-on” sales approach and creating a steady pipeline of sales opportunities daily
– Actively meeting your clients, establishing close and lasting relationships, and serving as their single point of contact throughout the entire process
– Preparing solid business cases – taking into account technology, engineering, specific project needs, and financial aspects, and confidently presenting and defending your projects in front of clients
• Collaborate proactively with your internal teams – to gain a deeper understanding of your technical environment and receive support during sales meetings, among others. Act as an “intrapreneur” all along your working journey to stimulate a positive and impactful collaboration across the company
• Keep upskilling yourself – expand and develop your expertise to meet the demands of business, and above all, the requirements of clients
• Prepare also analyses and performance reports in an orderly and timely manner
• Contribute to the company’s growth strategy by expanding into new markets and developing innovative products and technical solutions together with the Sales Manager. Represent Watt Matters and promote and sell energy solutions for large buildings, including zero energy building projects – cogeneration units, heating and recuperation systems, solar panels, heat pumps, remote monitoring and control systems, insulation of buildings – at various occasions, trade exhibits, conferences, etc. Organise such events as required
• 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
• Knowledge of the real estate development sector, with relevant experience in a role related to the real estate sector (*secteur immobilier*) or building technical systems (*techniques spéciales*)
• 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
• Proficiency in CRM tools (such as Hubspot) and comfortable using Excel and current financial/energy indicators
• 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
• An attractive salary package with a wide range of benefits 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