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Business Development Manager – Origination [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Belgium

Date posted
12 August 2024

Valid through
21.10.2024

Description

On behalf of our client **ENKA Energy Transition**, a company focused on developing at scale flexibility assets for the European grid that is aggressively looking to grow its presence in the Belgian Market, Artemys is looking for a **Business Development Manager – Origination**, who will lead and facilitate the development of new flexibility projects including battery storage projects in Belgium from inception to successful completion, and will be the single point of contact to all key stakeholders.

Location: **Belgium**

Responsibilities

ENKA Energy Transition (ENKA Energy) is a startup looking to build, own, and operate flexible assets including battery storage projects in Europe, but to begin with focus on the Belgian and German markets. Unlike other players in the market, **ENKA Energy** is focused on the quick, efficient, and scalable deployment of these flexible assets by maximising the existing grids and placing multiple storage assets to create a large profile of smaller assets. Large-scale clean energy projects can take several years to develop from inception – due to grid connection limitations, financing, environmental impact, and lead times of High-Voltage equipment, whereas ENKA Energy's approach is to reduce the risk and time for such development by building these multiple assets within the company balance sheet and aggregating them to trade large volumes in the energy markets.

ENKA Energy is entering the Belgian energy market to invest in the flexibility market and technology to facilitate clean and renewable energy. The initial growth plan is to develop battery development projects with a capacity between 3-8 MW, with the ultimate goal of substantially increasing the capacity of flexible energy in the short term.

To successfully launch its new battery development project in Belgium, ENKA Energy is searching for a **Business Development Manager – Origination**. Battery energy storage systems play a crucial role in integrating more renewable energy into the grid. This is why this role requires a strategic thinker who is skilled in understanding the specific needs of battery energy storage systems (BESS) and their monetisation. Furthermore, it is vital that the Business Development Manager – Origination not only has knowledge about the BESS industry, but also understands the unique challenges and opportunities present within the market.

As a **Business Development Manager – Origination**:
• You will be part of the leadership team and lead the expansion of ENKA Energy, and you will be a key decision-maker relating to its BESS projects in the Belgian market.
• Your key stakeholders will be landowners – industrial entities on the one hand, and on the other, Belgian distribution network operators/grid owners, Route to Market players amongst others.
• Your main goal will be to grow the portfolio in Belgium and create a pathway to

grow in the regions neighbouring Belgium. This will be done by securing contracts for installing battery projects of targeted size, including the contracts with the grid owners, DNO/TSO, amongst others.
• You will provide support in the development of these projects including facilitating the communication between the engineers and the stakeholders in Belgium including support in obtaining the environmental permit as necessary.
• To do so, you will act both strategically and on an operational level.

Your key tasks:

1. Business Development
You will strategically identify and capitalise on high-potential business opportunities within the targeted market, and you will:
• Follow up on leads and business opportunities
• Identify and evaluate new land areas for the target-size battery projects
• Meet with clients – landowners (industrial companies, private landowners, farmers, public landowners); present the value proposition, offer favourable electrical infrastructure arrangements, and negotiate land lease or purchase agreements
• Build strong relations with local stakeholders and be the contact point throughout the battery park project life cycle
• To do that, you will be provided with leads and opportunities in the market that you need to consider and follow up on, and/or actively work on generating new business opportunities if needed
• Follow up on the project from inception to contract signature
• Create new business opportunities – research and identify potential new clients, prospect and secure land for developing new energy assets (batteries)

2. Grid Connection
You will be the main point of contact for managing and facilitating the grid connection, which plays a significant role in developing clean energy projects and has become a strategic topic, and you will:
• Meet and facilitate discussions with distribution network operators/grid owners in Belgium
• Forge and sustain influential relationships with grid owners, and work with them to secure the network connection (signing of the contract) and the instalment of the target megawatts on time
• Understand, and comply with, their processes and procedures, technical and other requirements, to minimise any risk of project delays or suspensions

3. Overall Structural Coordination
You will manage the full cycle of the battery project development, always with a strategic view of the market and its stakeholders, and you will:
• Generate new business opportunities and act as an account manager of an existing portfolio of partners /expand client portfolio
• Develop new projects and take part in company expansion
• Occasionally travel to the UK, when necessary
• Liaise with your team to get your project through; work closely with technical experts from your company whose support you can count on throughout the project
• Support and have key inputs in the development and standardisation of the organisation's processes to increase efficiency

Qualifications

Education / **Experience** / **Skills:**
• University Degree in **Business** or **Engineering**
• Relevant experience in the energy sector – origination
• Knowledge of the development processes related to renewable energy

• Fluency in **English** is mandatory; good knowledge of either **Dutch or French**, but knowledge in both will be preferred and welcome
• Good knowledge of the Belgian electricity market and electrical power grid connectivity; experience with the functioning of the electricity markets and related processes is a plus
• Experience in prospecting and hunter sales is welcome
• Excellent verbal and written communication skills in English – ability to produce various types of documents and reports
• Excellent negotiation skills and strong project management, prospection, and sales skills
• Ability to manage various internal and external stakeholders
• Ability to listen, explain, and convince
• Ability to understand, follow, and comply with relevant legislation
• Ability to work autonomously, as well as with(in) a team
• Motivated, structured, goal-oriented
• Proactive personality with a can-do attitude, and entrepreneurial spirit
• Focused on business development and achieving results
• Flexible to travel abroad occasionally
• Comfortable working in a dynamic and constantly evolving environment
• Commercial skills, knowledge of finance

Job Benefits
• A full-time employment contract
• An attractive salary package with a wide range of benefits, including a competitive salary, and a company car
• As a key team member and part of the strategic leadership team, a management incentive stock option after the first year shall be provided
• An opportunity to work as part of a dynamic team in a fast-growing and challenging business domain
• Opportunities for continuous learning and development