



<https://www.artemys.be/job/head-of-sales/>

Head of Sales

Description

On behalf of our client **AYA**– an integrated team of forward-thinking energy experts that help companies to develop a comprehensive energy policy – we are looking for a **Head of Sales** who will be the key person to ensure the generic growth in line with the company's ambitions and values.

Location: **Brussels**

Responsibilities

AYA's mission is to lead companies through the energy transition in the most effective way possible, systematically creating value that will ensure both financial success and sustainability. With over 14 years of experience, and: 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 **Head of Sales** who will ensure that generic growth is achieved in accordance with **AYA's** ambition; manage, coach, and upskill the team; guide the team towards achieving the sales goals; all with a positive and hands-on attitude, and with an ambition that is in line with company values.

The **Head of Sales** will have the following **key responsibilities**:

Performance:

- Manage **AYA's** sales budget and allocated resources
- Define, and inform the team of, a comprehensive commercial policy
- Systematically maximise commercial opportunities for each existing and potential new client, bearing end responsibility on comprehensive commercial offers aligned with **AYA's** key value proposition of "energy one-stop-shop"
- Take ultimate responsibility for achieving commercial goals in terms of turnover and profit margin, without compromising on quality
- Decide on hiring internal and/or external resources to achieve organisational objectives
- Manage and coach the team with a view to increasing their performance in terms of business development and account management (hunting, farming, upselling,...)
- Apply a hands-on approach in managing the team, e.g. perform frequent performance reviews, go and meet the clients together with team members, etc.

Hiring organization

Artemys

Employment Type

Full-time

Duration of employment

Unspecified

Industry

Renewable energy

Job Location

Brussels, Brussels Region

Date posted

3 February 2025

- Report to and collaborate with co-CEOs
- Participate in the business development of international acquisition processes

Structuring:

- Re-design the go-to-market strategy and way of doing, and decide on major strategies for implementing key senior management policies
- Constantly create and work on the re-engineering of key sales processes
- Design, validate, and implement operational changes that will lead to greater commercial success
- Create company-wide cohesion directed towards growth, and ensure that all relevant departments will adapt accordingly (lead generation, market information,...)
- Organise the reporting methodology of the company's commercial aspects at both the micro and macro levels
- Participate in international acquisition projects, as required

Qualifications

- A relevant degree in Engineering, Science, Commerce
- Proven and strong track record in business development, team management, and commercial leadership (M and A is a plus)
- Driven and enthusiastic individual, with a strong focus on growth, eager to evolve personally, and to contribute to team development and business expansion
- Understanding of financial key aspects of the company
- Business acumen and commercial skills
- Analytical skills, result-oriented
- Coaching and leadership skills
- Strong analytical mindset with a hands-on and solution-oriented approach
- Excellent communication skills, with the ability to engage proactively and effectively with suppliers, team members, and stakeholders
- Team player with the ability to work independently and handle multiple projects in a fast-paced environment
- Open, flexible, and committed mindset
- Capacity to develop and implement new commercial procedures and standards
- Fluency in **French** or **Dutch**, and **English**; fluency in other EU languages is welcome (German, Italian, Spanish, or Polish)

Job Benefits

- An attractive remuneration package, including benefits, a company car, a bonus system, 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