



<https://www.artemys.be/job/proposals-manager-photovoltaic-project-solutions/>

## Proposal Manager – Photovoltaic Project Solutions

### Description

On behalf of 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 **Proposal Manager – Photovoltaic Project Solutions**, who will support the sales management cycle from A to Z for large and complex industrial photovoltaic projects in Belgium and Luxembourg.

Location: **Zaventem, 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 2,000,000m<sup>2</sup> 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.

To address a rising number of industrial projects, Enerdeal is looking for a **Proposal Manager – Photovoltaic Project Solutions**, who will oversee the end-to-end proposal process for large and complex industrial photovoltaic projects in Belgium and Luxembourg.

### Key tasks:

- Support the sales and purchase management cycle from A to Z for large industrial photovoltaic projects in Belgium and Luxembourg
- Develop and maintain a broad understanding of the company's products and solutions
- Be fully familiar with specific client portfolios and assess opportunities to improve business results
- Understand project requirements, and prepare and process tenders for both domestic and international industrial PV projects with project/client requirements, cost-effectiveness, contractual terms, and environmental standards in mind
- Undergo regular training as part of learning and development path
- Build tenders, ask for information on prices, terms of services, hardware and other equipment, etc.
- Interact with suppliers and subcontractors, build and maintain solid and lasting relationships, oversee pricing requests, negotiate (price quality, delays, etc.), and do the follow-up
- Review the files and documentation and identify relevant information
- Address technical challenges, such as thinking along to optimizations and savings

### Hiring organization

Artemys

### Employment Type

Full-time

### Duration of employment

CDI

### Industry

Renewable energy

### Job Location

Zaventem, Flemish Region

### Date posted

5 February 2024

- Work closely with the sales team and provide them with the relevant information concerning the selection of materials, pricing, and unique selling point
- Assist in the commercial preparation of projects
- Stay up-to-date with the latest technological developments in the field of solar energy, battery storage, and e-mobility solutions
- Manage Project File and keep it up to date

### **Qualifications**

- Relevant degree
- Proven/relevant experience as calculator or purchaser or in a tendering related field
- Experience in construction or electrical installation will be a plus, as well as experience in the renewable energy sector
- A very good knowledge of Word and Excel, and experience with an industrial drawing program (AutoCad or similar)
- Solution-oriented and problem-solving mentality
- Hard worker, motivated, entrepreneurial attitude
- Autonomous and flexible, but also a collaborative team player
- Excellent organisation skills, accurate, punctual, and structured
- Comfortable working in a dynamic and constantly evolving environment
- Driver's licence B
- Fluency in one of the two national languages (**French** or **Dutch**); the knowledge of the other will be an asset; good knowledge of English will be a plus

### **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