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Sales and Marketing Manager – Renewable Energies [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Brussels, Walloon Region

Date posted
16 June 2025

Valid through
22.08.2025

Description

For our client **Energreen**, a fast-growing company aiming to be a pioneer in innovative green technologies and residential sustainable energy solutions, we are looking for an experienced and motivated **Sales and Marketing Manager – Renewable Energies**, who will revolutionise the sales of residential photovoltaic products and related services in Brussels and Wallonia.

Location: **Brussels and Wallonia**

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.

As a **Sales and Marketing Manager – Large Photovoltaic Projects** , you will join a rapidly growing sector and play a key role in the energy transition. Your task will be to drive the commercial strategy for the French-speaking BeLux region, and your goal will be to accelerate sales and structure a high-performing sales machine.

Key responsibilities:

1. Sales Management:
• Analyse the market, as well as the company's structure – including its strengths, assets, know-how, client database, etc. – in order to reach the established objectives
• Define a sales strategy that will impact the company at a macro level, recommending sales-focused structural adaptations
• Work on developing sales tools related to your strategy, e.g. sales presentations, prospecting lists, workflows, reporting tools, etc.
• Develop strategic partnerships with suppliers and other business partners, e.g. lead generation companies
• Coordinate, at the company level, work on marketing and communication tools to increase the company's overall visibility and impact

2. Team Management:
• Define sales plan, reporting tools, and the ways of working for your future team

• Recruit, train, and coach salespeople – hire a team of young business developers, coach and manage them in a hands-on manner on a day-to-day basis
• Organise prospecting sessions through cold calling and other sales methods
• Lead your team in a positive and encouraging way, working together with them
• Coordinate with the external company vendors who will also follow up on the business opportunities generated by your team

3. Business Development:
• Work on developing strategic partnerships with new clients, such as architects or construction companies
• Perform active B2C business development to generate direct sales, as well as to provide hands-on coaching to your team in that regard
• Make sure that your role remains hands-on, leading by example, but working together with your team

4. Reporting:
• Create tools and methods relevant to your activity
• Use the existing tools and make sure to report effectively and on time

Qualifications
• Relevant degree in management (business engineer or similar)
• Proven/relevant experience in commercial management (ideally in B2C or in the energy sector)
• Technical proficiency – you understand the stakes of an innovative product
• Natural leader – you know how to unite and motivate a team
• Entrepreneurial spirit – you love to take on challenges and develop opportunities
• Detail-oriented and analytical – you track your performance precisely
• Excellent organisation skills, accurate, punctual, and structured
• Hard worker, proactive, problem-solver
• 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