https://www.artemys.be/job/sales-development-representative-industrial-photovoltaic/

Business Partner in Sales Department (Renewable Energy) [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Renewable energy

Job Location
Zaventem, Belgium

Date posted
24 July 2024

Valid through
20.12.2024

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 a **Business Partner in Sales Department (Renewable Energy)**, who will provide key support to the sales team.

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.

Ever since its inception in 2009, Enerdeal's mission 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 2,000,000m2 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 in need of a **Business Partner in Sales Department (Renewable Energy)** , who will assist in preparing the offers and participate in business development activities. The candidate might also take part in identifying new prospects, making initial contact, and scheduling appointments for the sales team.

Key responsibilities:

1. Participate in the preparation of offers:
• Gather information from the outside sales and the engineering office in order to work on commercial propositions, produce offers and the required documentation; to do so, you will receive guidance and support from various departments in Enerdeal
• Reply to clients' Requests for Proposals, and work on certain permitting aspects
• Be in contact with partners and suppliers when needed

2. Participate in business development, as required:
• Research and identify potential new clients in the photovoltaic sector, and keep track of opportunities
• Contact new clients proactively – initiate phone calls, send emails, and use other communication channels to contact prospects
• Qualify prospects to assess their potential and interest
• Monitor the status of existing clients

3. Provide support to the sales team:

• Work closely with salespeople to achieve the commercial team targets
• Organise appointments for field salespeople or account managers and coordinate their calendars
• Provide detailed prospect information to facilitate sales discussions
• Participate in team meetings to share feedback and best practices, and do the follow-up

4. Help with building value propositions for clients:
• Participate in the creation of PPT presentations to be delivered at client meetings
• For this purpose, you will use the company's template and adapt it with the particulars significant to the client, such as the value proposition, technical details, etc., especially taking into account the client's energy needs, capacity, budget, business model, and other relevant aspects

5. Reporting and Monitoring:
• Maintain customer databases and customer relationship management (CRM) tools
• Monitor performance indicators (number of contacts, conversion rate, etc.) and prepare regular reports
• Suggest improvements to optimise the way of working of the sales department

Qualifications
• A bachelor's or (preferably) master's degree
• Experience in the technical environment in a business-related, tendering, or support role
• Willingness to keep abreast of new developments in the renewable energy sector, especially photovoltaics, and to undergo continuous on-the-job training
• Effective use of IT tools, CRM software, and report writing tools for tracking your project activities i.e. recording project milestones and deliverables
• Excellent verbal and written communication skills
• Excellent organisation and time management skills
• Hard worker, motivated, result-oriented, proactive, meticulous
• Eager to learn and face new challenges continually
• Autonomous and flexible, but also a collaborative team player
• Comfortable working in a dynamic and constantly evolving environment
• Proficiency in **French or Dutch**

Job Benefits
• A full-time employment contract
• A full and competitive compensation package with many advantages (fixed salary, meal vouchers, insurance packages, possibility of having a company car, and short- and long-term commission plans based on performance)
• An opportunity to continuously develop your technical skills and competencies
• An opportunity to work in a rapidly developing and innovative company in the green sector with ambitious growth and expansion plans