



<https://www.artemys.be/job/business-developer-industrial-solar-systems/>

## Business Developer – Industrial Solar Systems

### Description

For 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 **Business Developer in Industrial Solar Systems**, who will be responsible for the sales of up to several megawatt industrial photovoltaic projects in the Flemish Region.

Location: **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.

As a **Business Developer in Industrial Solar Systems**, you will have the following **key tasks**:

### Strategic:

- Get to know your team, company structure, assets, technical solutions offered – energy systems and special techniques, and perform functional analysis
- Perform market analysis, understand your clients and their needs and requirements
- Get familiar with relevant legislation and business cases related to PV industrial projects
- Define the sales strategy aimed at installing PV projects of up to several megawatts
- Build up a list of prospects, map the key clients, and define short-, mid-, and long-term sales goals
- Produce framework agreements, negotiate, and sign contracts with the clients
- Hand over the project to the operations team and continue further follow-up and account management until final delivery

### Operational:

- Actively meet your clients on a weekly basis; establish close and lasting relationships with the key persons within the client environment, and be their single point of contact throughout the process
- Educate clients on your products and services, help them understand how they can make the most of your range, and why it can bring them added value

### Hiring organization

Artemys

### Employment Type

Full-time

### Duration of employment

Unspecified

### Industry

Renewable energy

### Job Location

Zaventem, Flemish Region

### Date posted

10 September 2024

- Create new sales opportunities using your personal network, direct marketing approach, management and other leads
- Work closely with the management team to further develop those opportunities
- Prepare proposals – both commercial and technical; liaise with internal teams, especially the engineering team, to ensure appropriate support
- Develop and present various aspects of the value proposition and business cases to the clients before closing the deal and signing the contract
- Participate in events, represent Enerdeal, and be the primary point of contact for the media and at trade exhibits, conferences, or debates

#### **Support:**

- Work closely with support functions – finance, legal, and administrative, as well as with project preparators, draughtsmen, and project engineers, in order to maximise business opportunities
- Have close and continuous cooperation with the marketing department in order to be provided with relevant and timely information and leads as to the tracking of the installed base
- Ensure client satisfaction while supervising all ongoing activities

#### **Qualifications**

- Relevant degree
- Proven/relevant experience in business development and sale of technical projects
- Experience demonstrating technical, contractual, and financial competencies
- Strong client focus, solution-oriented, and problem-solving personality
- Hunting mentality, capacity to recognise, evaluate, and develop fresh leads
- Excellent organisation skills, accurate, punctual, and structured
- Hard worker, motivated, entrepreneurial attitude
- Autonomous and flexible, but also a collaborative team player
- Comfortable working in a dynamic and constantly evolving environment
- Fluency in **Dutch**

#### **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