

Business Development Manager Flanders

Who we are.

At Bnewable, we are committed to supporting our Commercial and Industrial (C&I) customers in their energy transition journey. We invest, develop, and operate sustainable and decentralised energy sources (mainly batteries) to help our clients achieve their goals. We place great emphasis on customer satisfaction, by simplifying and unburdening them of the complexity of energy, storage, production, asset management and flexibility valorisation.

We are actively looking for a **Business Development Manager Flanders**, or as we like to call her/him, our Sales Bnewie. You are our primary contact for our clients and prospects and as such need to ensure that our consumer centric approach is upheld. This role is crucial because it's in this phase that prospects are identified but more important that the complexity of the projects are analysed. You're also responsible for drafting commercial proposals, negotiating contracts, monitoring customer satisfaction, and providing insights for marketing activities to enhance corporate branding and visibility.

Are you ready to join a great team whose goal is to make an impact by making the energy transition happen?

Job details.

As our **Sales Bnewie**, you'll – among others – be responsible for:

Commercial Strategy:

- Develop and implement long term strategies (go-to-market) that make us achieve our growth targets.
- Keep an eye on market, client, and competitor trends to revise and/or update our growth strategies.
- Continuously monitor our sales process by analysing our sales data and customer feedback to identify areas for improvement, efficiency gains and simplification.

Sales and client management:

- Identify key prospects and build solid partnerships with them.
- Analyse the up-front complexity of our hybrid solution at the prospects site.
- Act as the primary point of contact for our clients and maintain these relations.
- Ensure that our client centric approach is upheld in all interactions with clients throughout our entire sales process and beyond (presentation, commercial proposal, contract negotiations, client management, etc...).
- Draft technical and commercial proposals and offers.
- Structuring and negotiating contracts with our potential clients.
- Monitor customer satisfaction, track our commercial KPIs and make necessary improvements (where needed).

Marketing:

- Based on your data driven analysis and insights, you will be able to provide input for Bnewable's Marketing Plan in all dimensions of the marketing mix.
- Provide input to increase corporate branding in different channels.
- Represent Bnewable at commercial events.

As a true entrepreneur at heart, you'll be part of a dynamic and fun-loving team that values passion, fun and customer-centricity. You'll also work closely with our Product Bnewie, helping to develop innovative and unique value propositions that differentiate us from our competitors and understand our clients needs and expectations.

Your profile.

To be successful in this role, you'll need:

- A university degree in industrial or civil engineering, business administration, or a related field.
- A data driven mind that can handle complexity.
- A strategic thinking mind able to elaborate G2M plans.
- At least 5 years of experience in business development within the energy sector.
- Proven track record of achieving sales targets and growing businesses.
- Technical knowledge or expertise about the energy markets (and ideally on batteries).
- Great communication, negotiation, and networking skills.
- C-level stakeholder management skills.
- Excellent project management and organisational skills.
- Have a good dose of common sense and a focus on delivering results and meeting deadlines.
- Native fluency in Dutch and/or French and English, both oral and written.

But the best part? We're not just a company!

Bnewable is a rapidly growing renewable energy company and offers you a chance to grow with us by taking on a key role in making the energy transition happen.

We are a team of passionate energy experts who are eager to help and learn from our team members and to collectively grow as a team. We are committed to fostering a diverse and inclusive work environment, where everyone is encouraged to express themselves. We take care of our people by offering competitive compensation packages (including stock options) that reflect your worth and potential, combined with flexibility through our hybrid working policy, giving you the trust and freedom to manage your projects and responsibilities.

Employneurship at Bnewable: become part of our success story!

Not just as a word but as a way of working, a paradigm even.

Employneurship is about thinking and acting like an entrepreneur, with the added security of employment. But more than anything, it is a guarantee for continuous development and the opportunity to really be fully responsible for the direction of your career.

(Y)our values.

B.

Authentic and result driven.
We bring passion to the game, it's contagious.

new.

Proud to challenge the market. The status quo won't transform the energy system.
We are humble and resilient.

able

Collaboratively with a no-nonsense attitude.
Bringing clarity and reliability to our customers.

So, what are you waiting for?

If you like what you read and you have **#goesting** to join the Bnewable team and contribute to our story, please reach out by sending your CV and let's make a difference together.

Can't tick off all the talents but still feel the itch? Then be sure to apply! A match is a match, and sometimes more important than a list.

Cheers,
The Bnewable team or #Bnewies!