Are you our Flexibility Sales Manager?

Read more about it in this hiring description

Join our team and be at the centre of the energy transition

Are you our Flexibility Sales Manager?

Flexcity is an innovative energy technology company in the Internet of Energy. It is a leading demand response aggregator in the Benelux and France and rapidly growing and expanding to new regions.

To help us expand we are hiring a Flexibility Sales Manager. We are looking for talented and motivated people to create the future of energy. Join a flexible work environment that encourages innovation and creativity, and help us to enhance the energy transition.

Your role

As our Flexibility Sales Manager it is essential that you have a passion for engaging with clients and have a background in the Energy sector, experience with flexibility/ancillary services is a plus. Within the team of Presales, Portfolio, Delivery, Operations, etc, you are responsible to find the best solution for our clients and maintain and extend the portfolio of flexible assets. Doing this you will be engaged with current clients, potential clients and partners throughout the commercial process.

Your responsibilities

- Identifying & winning new business in the flexibility market, by approaching, pitching and closing the sale
- Account management: Building and maintaining relationships with all prospects & customers
- Owning the customer relationship from lead/prospect through to passing into our delivery team
- You will be the face of Flexcity towards clients (Sales Management) and partners of Flexcity (Partnership Management)
- Introduction to major energy consuming companies and international partners
- Presentations on seminars and events

Your skills and profile

- Ability to discuss opportunities with plant and energy managers within utilities, industrial companies or intensive electricity consumers
- Open, strong communication skills (can listen and communicate in a clear way)
- Interest in and ability to learn new technologies and a passion for energy is a must.
- Strategic thinking, take initiatives to extend portfolio through, for example, strategic partnerships
- Fluent in Dutch or French and English.
- You address challenges proactively and are a "hunter-type".
- You hold a master degree
- You are flexible, not afraid to think outside the box and you love to share your knowledge.
- You are deliverable-focused with a pragmatic and professional attitude.

- You are a team player with a "can do"- mentality

Our offer

- You will get clear responsibilities.
- You will join an enthusiastic team within an informal company culture.
- We offer an attractive salary package.
- We encourage innovation in new Energy services and inspire through interesting projects.
- We support training possibilities.
- We promote (inter)national mobility and flexible working hours.
- We create a sense of community through team events.

More About Flexcity

Flexcity is a uniquely positioned energy technology company in the Internet of Energy. It is a leading demand response aggregator in the Benelux and France and rapidly growing and expanding to new regions. Flexcity's core activity consists of supporting the balance of the power grid through the operation and automated control of a large portfolio of flexible assets.

The portfolio of Flexcity is constituted of a large diversity of technologies such as batteries, distributed generation and large industrial processes. Flexcity is even capable of integrating renewable energy sources in their portfolio and providing new potential revenue streams to emerging technologies.

As a provider of smart energy management platform services based on innovative Smart Grid technology, its applications focus on demand optimization and management. These services include Demand Response, Load Shifting in a Smart Grid context. Flexcity supports industrial companies to reduce electricity costs by providing demand-side management services based on innovative optimization and modelling software applications.

Flexcity is really at the cutting edge of energy innovation. As a member of the team, you will contribute to a sustainable low carbon energy sector. You will also get in touch with several innovative and state-of-the art technologies such as Internet of Things, machine learning and blockchain.