



Portfolio & Country Manager - Belgium Energy | Brussels

Your role

Flexcity is looking for a (Demand Response) Portfolio & Country Manager. Your primary role is to orchestrate the operations of Flexcity Belgium. You will be responsible to manage our local sales, presales and portfolio team members and drive the business commercially. You will be the final responsible to maintain and extend the portfolio of flexible assets, overcome technical challenges, follow the demand response market evolution and interact with the Transmission System & Market Operators. Furthermore, you ensure profitability and manage the budget in line with the business plan. This means that you will be responsible for realizing the economic potential of a portfolio with Demand Response assets as well as managing the associated risks.

Your skills and profile

- Strong (5-10 years) experience of the Energy (and Flexibility) Market is required.
- Hands-on Knowledge of Ancillary Services
- You have good people-management skills and you are a team player
- Self-motivated and motivation of the team members
- Strategic thinker with strong Analytical skills
- Strong written and oral communication skills, internally and externally.
- You address challenges professionally and want to “get things done”
- You can express a vision towards a team in long term and define priorities in short term
- Technical interest in new technologies and passionate for energy is a must.
- You have commercial skills and have therefore the power of persuasion, the ability to provide excellent customer service, and the intelligence to recognize opportunities



- Fluent in English and Dutch or French. Any other language is a plus.
- You hold a master's degree, preferably in engineering - or business

Your responsibilities

Portfolio & country management is a crucial responsibility at Flexcity as it will directly affect the company and its clients turnover. You will determine how Flexcity's flexibility portfolio is valued on the market, hence you will immediately affect the income of both Flexcity and its clients.

Your responsibilities will entail:

- Your objective is to reach the business objectives (financial and strategic) that will be fixed each year in coordination with our top management. You draft and review quarterly and annual reports.
- Lead the local sales team and network of local partners.
- With the assistance of HR, you are in charge of recruiting, and evaluating the functioning of the team.
- You have the final responsibility to:
 - draft the business plan, and follow up on it, keep it up-to-date
 - reach the revenue and margin objectives
- Your role is to implement the company's strategy effectively, ensuring the correct execution and finding new angles to make progress
 - Proactively identify, quantify and remove financial risks linked to offering flexibility services
 - Proactively identify new possible markets and value streams of current and new flexibility
- Set-up, implementation & follow-up of the flexibility products' bidding strategies. Formalize this bidding strategy and train the Belgian team.
- Keeping track of the regulatory changes for the ancillary products: participation in workshops and presentations of the TSO on the subject.
- Ensure operational continuity by managing the planning of the portfolio responsibilities of the Belgian team.

Our offer

- You will get a job with lots of responsibility.
- 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.

[Discover 6 good reasons for joining Flexcity- by Veolia!](#)

Contact information

If you are interested, please send your application and CV to:

- Christel De Schepper - christel.deschepper@flexcity.energy



About Flexcity

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

The Flexcity portfolio consists of a wide range of technologies such as batteries, distributed generation, and large industrial processes. Flexcity also integrates renewable energy sources to its portfolio, unlocking new revenue streams for emerging technologies.

As a provider of smart energy management services based on innovative Smart Grid technology, Flexcity applications focus on demand-side optimization and management (Demand Response, Load Shifting, etc.). Flexcity supports many industrial companies in reducing their overall electricity purchasing cost by providing demand-side management services based on innovative optimization and modelling software applications.

Flexcity is truly 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 be exposed to numerous innovative and state-of-the-art technologies such as the Internet of Things, machine learning, and blockchain.