

Open position: International sales manager

Start	Immediately
Duration	Undefined
Office	Amsterdam, Brussels or Paris offices
Contact	Send your motivation letter and CV to sophie.compere@flexcity.energy

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About Flexcity

Flexcity is one of the principal aggregators of flexibility in France, Belgium and the Netherlands. Flexcity also reinforces its activities in countries such as Italy. Using its expertise in the Internet of Energy (IoE), its core activity consists in supporting the balance of power grid through operation and automated control of a large portfolio of flexible assets.

Flexcity's portfolio 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 and Load Shifting in a Smart Grid context. Flexcity supports its partnerships to reduce electricity costs thanks to its services while making them actors of the energy transition.

Flexcity is really at the cutting edge of energy innovation.

Your role

You will report to the CEO. You are responsible to:

- develop the portfolio of flexibility, manage key accounts and important partnerships
- support the different countries in their commercial development,
- share the good practices in the countries we operate with the different teams,
- make the link with the different BUs where our Veolia/Suez Group is present,
- be a proposition force regarding the company's strategy,
- be an ambassador of Flexcity in the countries where we want to start to operate (structuring of the business - recruitments, partnerships, contracts, technical support...)
- take part to the decisions of the management team,

Your responsibilities

- Responsible for the construction of the Commercial Plan and its execution, management of different national sales teams
- Execution of Sales activities for the Energy market in support to the countries where we operate
- Activity reports, follow-up of portfolio development, contracts renewal and the pipeline construction
- Ensuring that the team members are adequate regarding commercial needs, including marketing and training
- You will be the face of Flexcity towards clients (Sales Management) and partners of Flexcity (Partnership Management)
- You will build the relationship with existing international customers
- Regular travels in Europe
- Presentations on seminars and events
- Be part to the management team decisions



Your skills and profile

- Ability to discuss opportunities with plant and energy managers within utilities, industrial companies or intensive electricity consumers
- Technical interest in new technologies
- Passionate for energy sector and its transformations
- Strategic thinking, take initiatives to extend portfolio through, for example, strategic partnerships
- Fluent in Dutch or French and English.
- Strong written and oral communication skills.
- You have strong commercial skills
- You hold a master degree in civil/industrial/commercial engineering
- 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
- You have successful management experiences
- You are mobile

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.

Contact

Send your CV and cover letter to Sophie Compere - sophie.compere@veolia.com