

Open position: Flexibility Sales Manager

Start	Immediately
Duration	Undefined
Office	Milano
Contact	Send your CV and cover letter to Adrien Doré - adrien.dore@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 and Spain. 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

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 , 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 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 and passionate for energy is a must.
- Strategic thinking, take initiatives to extend portfolio through, for example, strategic partnerships
- Fluent in Italian and English (French is a plus)
- Strong written and oral communication skills.
- You address challenges proactively and are a "hunter-type".
- 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



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
- Pipeline creation

Our offer

- You will get clear responsibilities.
- You will join an enthusiastic small 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

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