

Open position: Commercial product Manager

Start	Immediately
Duration	Undefined
Office	Brussels / Paris
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

As the commercial product manager, you are responsible for developing Flexcity's offering in emerging market segments such as batteries, e-boilers, wind/solar and Electric Vehicles. You will become an internal expert in the valorisation possibilities, technical characteristics and business cases involving these emerging technologies. You will use this expertise, your strategic vision and on-the-ground commercial discussion with clients and partners to develop/expand Flexcity's product offering and improve Flexcity's market positioning with regard to these emerging technologies. You will follow up and take on commercial discussions with regards to these new technologies to expand Flexcity's business.

Your responsibilities

- Be the main contact for country managers with regard to key emerging technologies
- Become an expert in the valorisation possibilities, technical characteristics and business cases involving emerging technologies
- Identify and select the right product/model to respond to the market's need with regards to the valorisation of the flexibility of new technologies
- Work with the CEO and Product Managers to define the product strategy and Flexcity's offering with regard to new technologies (contractual offering, focus area)
- Take and follow up on the commercial discussion with regards to new technologies
- Work with sales and presales to qualify complex and new proposals and required developments
- Work with the Product/R&D team to plan and develop new functionality.



Your skills and profile

- You have experience as a product manager or business developer and have managed technology/commercial products or services
- You combine a strong analytical mindset with a commercial mindset
- You have a great affinity for the energy sector and technology.
- Fluent in English, Dutch **or** French
- Strong written and oral communication skills.
- You have some experience in managing a team, indirectly or directly.
- You address challenges proactively and have commercial skills
- 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.

Nice-to-have

- Data analysis experience (Python, sql etc..)

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 Compère - sophie.compere@flexcity.energy