



Open position

Commercial Demand response Manager

Start	Immediately
Duration	Undefined
Office	Schiphol-Rijk
Contact	Send your CV + Motivation letter to sophie.compere@veolia.com



About Flexcity

Flexcity is a leading demand response aggregator of The Netherlands. Flexcity's core business is to support the balance of the electricity grid by operating its large portfolio of flexible, fully automated assets. Flexcity's portfolio consists of a wide range of technologies, such as batteries, decentralised generation and large industrial processes. Flexcity also integrates renewable energy sources into its portfolio, opening up new revenue streams for emerging technologies.

Flexcity supports many industrial companies in reducing their total electricity procurement costs and is a frontrunner in energy innovation. As a member of the team, you will contribute to a sustainable low-carbon energy sector. You will also come into contact with numerous innovative and state-of-the-art technologies, such as IoT, machine learning and blockchain.

Your role

Flexcity is looking for a Commercial Demand Response Manager. Within the team you are responsible to maintain and extend the portfolio of flexible assets by giving your technical expertise to optimize the revenue of the flex provider. Doing this you will be engaged with current clients, potential clients and partners throughout the commercial process.

For complex studies and specific projects (such as battery management, solar fields and wind parks) you will be first in line to make innovative offers and create custom made solutions.

In addition you will be in charge of launching new flexibility services by giving technical input and by coordinating all "experts" across the team in order to have a clear objective and respect deadline.

You will also be engaged in the international account management process allowing you to deploy your international skills and work together with colleagues abroad. From lead generation towards integration of the assets into the portfolio of Flexcity, you will be in charge of the entire 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 about energy is a must
- Strategic thinking, take initiatives to extend portfolio through, for example, strategic partnerships
- Fluent in Dutch and English. Any other language 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
- 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

- You will be the face of Flexcity towards our clients (Sales Management) and the partners of Flexcity (Partnership Management)
- Set-up and execution of (Pre-) Sales activities for the Energy market
- You will build the relationship with (large) existing customers (Account Management)
- Introduction to major energy consuming companies and international partners
- Presentations on seminars and events
- Pipeline creation

Our offer

- You will be working in an enthusiastic (international) team within an informal company culture
- We offer an attractive salary package
- We stimulate innovation in new Energy services and inspire through interesting projects
- We support training opportunities
- We encourage (inter)national mobility and flexible working hours
- We create a sense of community through team events

[Discover 5 good reasons for joining Flexcity- by Veolia!](#)

Contact details

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