



## Position: Business Development Manager DR Congo

### Company

EneRa is a dynamic startup company in renewable energy. Starting with distributing PV panels and inverters in the BeNeLux, we moved on towards storage solutions to balance intermittent electricity production and consumption. Our goal is to provide our commercial and industrial customers with the lowest electricity cost per kWhr.

We adapt our solution towards the customer's profile, so that he can benefit of the best result.

Thanks to our flexible 'Electricity Flow Management System', we can monitor and control a multiple of battery and power electronics technologies and are brand independent.

Our platform software allows companies to monitor and control their different sites. The system is optimized through the usage of predictive algorithms and machine learning.

Focused on quality products & services, durable relationships with customers and suppliers, we give the best results and conditions the market has to offer.

As the business of renewable energy is growing fast and new tendencies and applications are about to break through, it is important to be lean and adapt quickly. In order to make this a success, we combine our in depth technical knowledge with local market knowledge both in Western Europe as in developing countries.

Passion, knowledge, a goal oriented hands-on approach and a customer focus are the team's key success factors!

In order to realize this further growth we are searching for a 'Business Development Manager'.

### Function Description

Together with the founder, you will be accountable for the further development of the company, with a strong focus on sales.

You will target new customer segments for electricity storage products, determine sales strategies and search additional complementary product or service offerings. Initially you are responsible for the full realization of projects, including prospection, sales, project engineering, project realization up to commissioning with the customer.

Depending on your level of involvement and success, you may define new target markets, search new applicable products and technologies and structure the further growth of the company.

### Capabilities & experiences

- an entrepreneurial behavior with at least 7 years of professional experience
- being passionate about 'green energy' and technology
- proven record of business development or sales skills in a comparable business
- fluent in Dutch, English and French
- having a commercial / technical academic background is an asset
- hands-on mentality and goal oriented

We offer you a competitive remuneration package and an outlet for your passion and your entrepreneurial talents to drive & support the roll out of renewable energy that will lead to a 95% ecological friendly energy production by 2050!

There is also the possibility to offer your services as an independent service provider or consultant or even to be a partner within EneRa.