

# B2B Solar Account Manager (m/w/d)

## Description

LAT01618 - B2B Solar Account Manager (m/w/d)

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**Lieu :** Liège, Grand-Bigard

**Catégorie :** Marketing & Sales

**Type de contrat :** Salarié (CDI - CDD)

## Votre fonction

The **B2B Solar Account Manager** is responsible for selling high capacity photovoltaic solutions ( $\geq 30$  kVA) to professional and industrial customers. He constitutes its prospects and customers portfolio on following market segments: VSE/SME, MidMarket, Industrial and Corporate.

As B2B Solar Account Manager:

- You are a specialist in the selling of TotalEnergies photovoltaic solutions for professional and industrial customers in Belgium ;
- You grow and develop a portfolio of prospects and customers ;
- You follow-up rigorously all leads coming from third parties, telesales and account managers working for the affiliates of TotalEnergies in Belgium ;
- You generate leads and sales via own prospection, networking and cross-selling with other affiliates of TotalEnergies in Belgium ;
- You analyze the needs and their evolution of your customers, and exchange regularly with the delivery and design team to make the offering of products and services evolve accordingly ;
- You attain your sales objectives (number of projects, customers, prospects, offers, signed capacity and signed margin) ;
- You work closely with the delivery and design team to ensure prompt handover of the installation of the projects ;
- You are part of the B2B solar commercial team and work closely with the Power and Gas commercial team ;
- You are proactive, rigorous and well organized in your administration, and you communicate regularly with the sales manager ;
- You participate to events and you develop your network on a permanent basis.

## Votre profil

- At least 2 to 3 years of relevant experience in the sale of photovoltaic solutions of higher capacity ( $\geq 30$  kVA) ;
- Bachelor or Master ;
- Excellent commercial and communication skills (with all stakeholders, from C-level to procurement managers) ;
- Good planification and organization skills ;
- Motivated, constructive and positive mindset ;
- Analytical skills and ease with numbers ;
- Problem solver ;
- Proactive and capacity to work autonomously ;
- Team player ;
- Relevant and confirmed experience in a technical domain requiring good understanding of industrial electrical systems and technical aspects of buildings ;
- Familiar with industrial and construction sectors ;
- Capacity to translate customer request into elaborated technical solutions (inclined and flat roofs, carports, canopies, ground structures, batteries, integration EV/PV...) ;
- Dutch and/or French speaking. English is a plus.

## Nous vous offrons

- An attractive salary package with extra-legal benefits linked to the energy sector;
- Training designed to boost your employability;
- Opportunities for internal, national or international mobility;
- A pleasant working environment, where everyone's well-being is a priority;
- Location: Liège.

**Postuler :** <https://www.tegp-be-jobs.be/index.php/page/applicants/command/applyforjob/vid/4895616/bb/1/SiteId/1/CurrentLanguage/4>