

Business Development Solar Category Manager (334742)

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Company: ArcelorMittal

Location: Belgium

Category: other-general

Responsibilities

Drives growth for the solar category across countries.

Setup commercial offer for Helioroof towards project developers / installers

Recruit partners/customers who can provide recurring Helioroof projects in the future

Multi Product strategy (market intelligence, trends, competition, growth in channels and segments; briefing for R&D).

Optimizes and harmonizes products range.

Operating plan (granular action plan and transfer to country) for product launches, in close cooperation with the CMO of region/country.

Innovation portfolio prioritisation (support R&D).

Competition benchmark by category.

Tracks norms and standards.

Train AMC people.

Profile

University degree

Marketing/Business experience minimum 5 years in multinational environments in matrix organisations managing product portfolio or business development.

6-15 years of professional Experience

Fluency in English, good basis in French

Knowledge of German or Spanish is a strong plus

Team

you will report to the Chief Marketing Officer & to the Solar Roof General Manager

you can be located in France or BENELUX or Germany or Spain

regular business trips required

What we offer

Base salary + benefits (bonus, ...)

Training plans

Flextime

Homeworking policy

By joining our global group, you will have multiple development opportunities

Potential next steps in your career

Depending on your profile, you can be part of our succession planning and evolve within the structure

Diversity and inclusion statement

ArcelorMittal Construction is committed to building an inclusive workplace that promotes and values diversity and is welcoming of people of all backgrounds. We are convinced that a workforce that feels respected and empowered to bring their full, authentic selves to work will lead the way on innovation and bring agility, perspectives and experiences to contribute to our success.

For us, diversity means a workforce reflective of different cultures, generations, genders, ethnic groups, sexual orientation, nationalities, abilities, social backgrounds and all the other unique differences that make each of us individuals. Inclusion is about creating a work environment where everyone has the opportunity to fully participate in creating business success and where all employees are valued and respected for their distinctive skills, experiences and perspectives.

Our commitment to diversity and inclusion will guide our hiring, our workplace culture and customer service.

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