

Client Development Executive

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Company: ENGIE

Location: Brussels

Category: other-general

CLIENT DEVELOPMENT EXECUTIVE

Global Market Development - EMEA

While society is making strides toward a sustainable future, it isn't happening fast enough. delivers sustainability solutions and services to corporations, cities and governments worldwide. We help organizations accelerate their sustainability transformations by providing end-to-end solutions that are environmentally and economically beneficial and result in long-term growth.

From strategy to implementation, our goal is to help our clients embed sustainability throughout their operations, saving money and resources, and reducing their impact on the environment.

ENGIE Impact is unique because we can leverage ENGIE Group's world-class expertise in zero-carbon energy, mobility, and buildings as well as innovative digital tools and financing capabilities to offer our clients a true end-to-end solution.

The Sustainability Solutions group within ENGIE Impact is a growing team of **deep experts** and **top-tier consultants** who are translating these capabilities into solutions for our clients' most complex challenges.

With **16 offices worldwide** and headquarters in New York City, ENGIE Impact today has a portfolio of 1,000 clients, including 25% of the Fortune 500 Companies, across more than 1,000,000 sites.

Ready to act Right Now, for Tomorrow?

Summary

The **Client Development Executive** (CDE) is a key member of the EMEA sales team.

Reporting to the Director, Global Client Development.

The CDE will work closely with Sector Leads, MDs/Ds, often acting as the first of point of contact during prospect engagement, articulating appropriate Carbon & Data Management and Decarbonisation Solutions, while delivering best in class services.

Global Client Development is a growing team. It is therefore imperative that this Client Developer acts as an integral part of the team, contributing to Top of the Funnel process to successfully develop high level Sales Qualified Opportunities.

Focusing on ways to optimize and ensure relevance to the target audience, outreaching to C level and other key stakeholders and high level decision making personas, sharing insights with other CDs, Global Market Development and business teams as appropriate, to ultimately accelerate client pipeline engagements, reduce the consulting sales cycles and being an active participant in driving opportunities.

Job Description

As a Client Development Executive (CDE), you will be responsible of the following tasks:

A CDE is tasked with delivering Sales Qualified Meetings (SQM)

Role is designed to be a 70/30 split: 70% new business outreach and 30% Enterprise Account prospecting / Account Development into specified accounts as directed by the Director, Global Client Development and the Sector Leads, MDs/Ds

Work closely with Marketing to align on strategic campaigns to deploy within strategic outreach

Ensure timely follow-up on all Marketing-Generated Leads (MQLs) and campaign outreach

Solicit ongoing Sales feedback regarding meeting quality and opportunity creation potential, mostly in post call debriefs

Participate in relevant monthly territory calls between Client Development and Sales

Achieve KPIs as directed by the Director, Global Client Development

Participate in training and other group wide events as required

Collaborate with colleagues and lead internal meetings as required

Ensure Salesforce process is adhered to and updated daily with relevant CDE sales data, meeting notes, NDA's and other client relevant material

Work closely with Sales Operations and Sales Enablement teams

Adhere to an Omni-Channel selling approach, leveraging Account Based Targeting strategies to improve sales velocity

Forecast individual sales targets pinpointing areas of improvement and of challenge

Develop on-going personal plans in the advancement of sales and account management skills

Keep updated with EMEA Sustainability news and sector challenges. Share these with colleagues in weekly Team meetings

Share what works and what does not

Qualifications -Do you tick all the boxes?

We are looking for **talented and motivated people** to create the future of **sustainability**

transition Join a rewarding and flexible work environment that encourages innovation and creativity and help us meet the energy challenges of today and tomorrow.

BA/BS degree in Business Administration, Management, Operations, or related field preferred

3+ years of successful experience in a revenue-focused Business Development or Sales role, preferably consultative / non-tangible solutions. Energy knowledge is a plus

Demonstrated record of exceeding personal KPIs

Knowledge and / or experience of digital tools to drive sales productivity (Salesforce, Pardot, 6Sense, Zoominfo, etc.)

A true partner within Sales, Marketing, and Senior leadership – demonstrating a growth mindset and eagerness to apply and learn new approaches

Ability to maintain focus and on value creation each step of the way

Technologically Savvy; understands how to use SaaS applications to drive productivity and translate data into better results

Excellent communicator who is focused on building strong relationships with key stakeholders in Marketing and Sales

Ability to interpret personal sales data and reports to drive personal efficiency

Grow your sector as your business, striving to maximize engagement and optimize opportunity creation

Equal Employment Opportunity

All employment decisions shall be made without regard to age, race, creed, color, religion, sex, national origin, ancestry, disability status, veteran status, sexual orientation, gender identity or expression, genetic information, marital status, citizenship status or any other basis as protected by federal, state, or local law.

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