

Key Account and Housing Sales Manager

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Company: TotalEnergies

Location: Belgium

Category: business-and-financial-operations

Profil du candidat

Owner of a university degree preferred

10 year experience in a sales environment (B2B preferably) with proven track records

3 year experience in people management

A previous experience in the energy sector is a must

Strong leadership and change management skills, able to manage and engage sales people

Good understanding of client needs and high sense of respect for clients

Excellent negotiation skills, strong sense of contact and communication, able to build trust, both internal & external

Hunter spirit, eager to develop new commercial relationships

Eager to learn, like challenges and able to manage ambiguity, open for change

Analytic skills and ease with complexity

Good financial understanding

Pro-active, service minded, flexible, results driven

Rigorous, precise, organized

Mother tongue French or Dutch (good knowledge of Dutch/ French and English are a must)

Activités

The Key Account and Housing Sales Manager is in charge to define the commercial strategy and lead the commercial teams in charge of developing the portfolio of industrial & corporate (I&C) and Housing clients for power & gas supply in Belgium (Flanders, Wallonia & Brussels).

Target clients are:

industrial and corporate (I&C) companies from all sectors

public sector

housing and real estate companies

He/she manages a team of 5 sales people: 3 Key Account Managers and 2 expert Account Managers for the housing sector. Head office of TotalEnergies Power & Gas is located in Liège.

He/she enables and motivates his/her team to accompany B2B clients on their personal path to decarbonization via tailored bundled solutions across energy supply, solar and electric mobility and to closely collaborate with Sales Operations and Energy Management teams to secure volumes and margin in deliver.

The scope of activities:

Lead commercial teams to ensure commercial development and achieve portfolio growth (volumes and margins) in Belgium through prospection & retention for I&C Gas & Power clients and Housing clients (syndic);

Accompany B2B clients on their personal path to decarbonization and, in close relationship with product management & dedicated sales, promote renewable energies, solar installations as well as solutions to ease electric mobility product diversification;

Manage the increasing complexity in the energy market and develop a perfect knowledge of the product range and price mechanisms. Contribute to design new commercial offers adapted to the needs of I&C and Housing clients while securing and derisking company P&L;

Ensure a constant follow-up of the market developments and needs;

Develop commercial actions in collaboration with the Marketing and Energy Management teams and other business partners (internal and external);

Participate to Bid and Tender Management, negotiate with key B2B clients to support the sales team;

Represent the company and develop its image/presence in the I&C and Housing markets (sales network, events);

Hire, motivate, coach, manage and develop the team of Key Account Managers and Account Managers Housing;

Define individual and collective objectives and KPI's and monitor results for his/her team in line with yearly budget and LTP ambition, in collaboration with senior management team;

Ensure highly professional, cost effective and innovative sales processes and contribute to the improvement of the sales tools;

Contribute to the risk management and secure clients payments in cooperation with the Credit & Collection team;

Animate cross-selling with other sales departments of the company, especially TotalEnergies Charging Solutions and M&S sales teams;

Promote the sale of the B2B2E (B-to-B-to-employees) offering Pixel Partners;

Build the bridge with Large B2B activities and host KAM Large B2B in your team (functional).

Contexte et environnement

The energy market is undergoing profound change.

Belgium is a key market for TotalEnergies and Integrated Power BtoC and BtoB activities are flagships of the company's ambitions in the integration of low-carbon value chain and strategy to achieve Net Zero emission by 2050.

The Belgian energy market is a very mature and competitive market, with the highest churn level of all European markets:

complexity and diversity of supply offers, mainly price driven in a commodity market

strong competition with a multitude of players, including DSO starting to compete against energy suppliers & profitability under high pressure

rapid technological and digital evolution, including smart metering roll out

multiple and evolving regulatory contexts (3 regions and 1 federal level), with a trend of

increasing differences between the 3 regional markets

multilingual market (FR, NL, DE, EN)

Integrated Power Belgium is also an innovation laboratory for European projects, through diversification and packaging of integrated offers.

The ambition of Integrated Power Belgium is to accompany each client on their personal path to decarbonization via tailored bundled solutions across solar, electric mobility and energy at the office, while acting as a privileged one stop shop partner. Digital experience with a human personal point of contact are the core of the interactions.

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