

## Business Developer

Entrepreneurial sales professional with knowledge B2B selling and sound experience in selling solutions and services in the Energy domain.

### Company Presentation

Freemind is an ICT company with strong competences in Energy Efficiency and Software Engineering. Freemind provides solutions to help along the entire Energy Efficiency project lifecycle from feasibility analysis, to realization until measurement and verification of the obtained savings.

Freemind has developed over the last years an advanced cloud-based software solution called **Energis** which is based on modern software technologies (such as Big Data, Service-Oriented Architecture, Rule Engine, and Artificial Neural Networks). It includes APPS such as Audit, Baselineing, Simulations, Monitoring, Performance, Control and Measurement & Verification. Energis can be configured and customized to quickly address specific market and customer needs.

Freemind will launch a spin-off for Energis with prime investors as its high potential is confirmed by the ongoing projects and clients. It is now facing a challenging scaling-up phase.

The current addressed market is composed of private and public organizations in Europe, in different sectors such as finance, telecom, real estate, industry, public lighting, office, ESCOs. Energis is distributed via an indirect model going via Energy Service Companies, Utilities and Energy Consultants.

### Role and responsibilities

Freemind is looking for a Business Developer for the Energis spin-off whose primary objective is to sign partnership contracts with ESCOs, Utilities or Energy Consultants in France or other European countries. It will:

- Plan and execute leads generation strategies and campaigns with the support of marketing team

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- Identify and make deep prospects' qualification, to be able to start discussing about long-term partnerships
- Actively participate in meetings with prospects and customers
- Work closely and in a collaborative way with partners such as ESCO, Utilities and energy consultants to identify the best solutions
- Make explicit the needs and the benefits that Energis would bring
- Translate this information into an offer / contract with a clear scope, price and timing
- Have full Partner ownership which implies, after the contract signature, to follow up the partnership implementation to make sure they can easily sell Energis to their end-customers and to increase partner's satisfaction together with the operations team.

## Competences

Potential applicants should present the following experience and skills:

- Knowledge of Energy Efficiency market. Knowledge of other Energy markets - Renewable Energies, Energy Storage, Demand Response, etc - is a plus
- High developed commercial skills and very strong customer focus
- Experience in B2B sales models and partners development
- Strong motivation to work in a scaling-up environment and inclined to travel
- Able to talk C-level and Operations language
- Strong sense of creativity, autonomy and flexibility
- Team player
- Good communication skills and knowledge of EN and FR. The knowledge of German would be a real plus.

All CVs should be addressed to [jobs@freemind-group.com](mailto:jobs@freemind-group.com)

Any company information can be retrieved on <http://www.freemind-group.com>

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