

VACANCY: Business Developer Charging

Who are we?

Energy Solutions Group (formerly Patronale Solar) is one of the largest operators of renewable energy installations in the Benelux, and we are focused on expanding our market share in the Netherlands. As a small yet efficient organization, we aim to contribute to the energy transition with our straightforward style and practical approach. We employ a buy-and-hold strategy, in which we purchase solar and wind energy projects with the intention of operating them to achieve maximum value until the project end date. The majority shareholder of Energy Solutions Group is Patronale Life, a Branch 21 insurance provider, which forms the financial base for our expansion.

Key figures:

- Consolidated balance sheet end 2022 > EUR 600 million
- Recurrent revenue 2022 > EUR 75 million
- +/- 500 MWp in PV installations at +/- 300 locations
- Ambition to grow to 2 GWp in installed capacity by 2024/2025.
- Core team of +/- 20 people, supported by various skilled professionals.

Job Description Business Developer:

Energy Solutions Group is primarily focused on the operation and expansion of a portfolio of renewable energy installations in Belgium, the Netherlands, and surrounding countries, acting as an end investor. Our decentralized assets, predominantly comprising installations utilizing proven technologies such as solar and wind, are spread across both countries. We have purchased these for profit under subsidy schemes, and have substantial expansion plans in the Netherlands over the coming years.

In 2021, Energy Solutions Group established a new division focusing on innovative technologies that complement our existing portfolio of renewable energy generation units.

Our New Technologies team is currently engaged in the rollout of a network of rapid chargers (150-300 kW) to address the growing demand for vehicle electrification expected in the coming years, because of the policy measures in place.

Additionally, the team is developing energy storage projects to meet the challenges associated with an increasing share of renewable energy in the energy mix. Our focus is not just on standalone storage systems connected directly to the transmission grid, but we are also actively exploring colocation opportunities with our renewable energy generation units.

As a Business Developer for Charging Infrastructure:

- You will initially be responsible for expanding the network of rapid charging locations:
 - You will devise a location strategy and implement it.
 - You will craft a commercial proposal, taking into account the potential of the site(s), and negotiate an agreement with the site owner.
 - You will handle contractual matters including agreements with site engineers, environmental permits, subsidies, etc.
 - You will coordinate with both internal and external stakeholders (including architects, lawyers, and technical partners), maintain a clear overview of ongoing projects, and ensure punctual delivery.

- You will establish a reporting system for the operational charging installations to support both bookkeeping and strategic decision-making.
- You will proactively engage in the development of new related business cases, such as charging solutions for commercial vehicles.

Profile:

- A strong interest in e-mobility and renewable energy, as well as the ongoing developments within these sectors.
- A high degree of entrepreneurship is needed to broaden horizons and facilitate the growth of e-mobility into a full division.
- Strong commercial skills are required to persuade site owners to engage in business with Energy Solutions Group.
- An affinity for the technical aspects of e-mobility/charging infrastructure is essential to ensure smooth cooperation with both internal and external technical partners.
- Independence and experience in creating and fostering connections.
- Strong analytical skills combined with a pragmatic approach.
- Proficiency in Microsoft Office applications, particularly Microsoft Excel.
- Strong communication skills.
- Good knowledge of French is a plus.

You will be joining a rapidly growing team of young, enthusiastic employees who work with passion and determination to achieve set goals. In this environment, while hard work is expected when required, there is also time for relaxation and fun.

Location: Energy Solutions Group HQ – De Lange Beemden 14.1, 3550 Heusden-Zolder.

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