



The Company:

Xylowatt (www.xylowatt.com) has developed the NOTAR® cutting-edge technology, which efficiently turns biomass or waste into a clean and cold gas fit for powering a cogeneration engine or for replacing fossil fuels in an industrial furnace. Xylowatt gasification reactors integrate into multiple ecosystems, typically managed by major EPC contractors and integrators, to solve the most difficult waste to energy challenges faced by the end users of those ecosystems.

We are currently searching for a **SALES MANAGER** to join our office located south of Brussels.

The job:

The Sales Manager works to improve Xylowatt's market position and achieve financial growth. He / she participates in defining long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions. The Sales Managers works in a senior sales position within Xylowatt. The SM works with the internal team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for the organization. To achieve this, he/she need to find potential new customers and sales partners, present to them, ultimately convert them into clients or sales partners, and continue to grow business in the future. The Sales Manager will also help manage existing clients and ensure they stay satisfied and positive.

Key responsibilities:

- Prospect for potential new clients and turn this into increased business.
- Prospect and manage sales partners in the assigned geographical region(s)
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Set up meetings between client decision makers and company's Principals.
- Plan approaches and pitches. Develop sales pitches and value propositions.
- Participate in pricing the Xylowatt solution.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and trends.

- Follow up political and economic changes and trends concerning renewable energy generation and follow up feed in tariff and other potential government subsidy regulations.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to increase in sales.
- Share competitive insight, Develop /update key competitors plan, , identify and develop the company's unique selling propositions and differentiators.
- Submit monthly progress reports and ensure data is accurate.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Forecast sales targets.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing and product development staff to ensure that prerequisites are fulfilled within a timely manner.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

The profile:

- Bachelor's degree
- 5-10 years of sales and/or business development experiences within the renewable Bio Energy Industry (wood CHP, biogas, wood inceneration)
- Experiences in developing international Bio Energy Projects
- Strong written and verbal communication skills and ability to present
- Strong motivation for sales
- Multilingual, English, Serbo-Croatian and/or French on working level

The offer:

Xylowatt offers a full time position in a friendly work environment with a team that is dedicated and passionate about creativity and innovation.

All persons interested in this position should direct their enquiries to

Valérie Peeters- Human Resources

email: Peeters@xylowatt.com