



## Charging solutions for Electric Vehicles

We are looking for our m/f

**« Sales & Operations Manager Belgium »**

Ref. EC749

### **THE COMPANY**

The company is a tech-enabled start-up focused on providing charging solutions for Electric Vehicles to individuals and companies. The company has a platform model and relies on strong partnerships with electrical contractors and with major Automotive OEMs to feed its growth.

The company is already operating in several European countries and is now starting its activity in Belgium.

### **THE POSITION**

To launch our activities in Belgium, we are actively looking for a versatile Lead Sales & Operations Manager, capable to deal with both sales and operations topics across the country. The position meant to move to a Country Manager role in the medium term.

As a true entrepreneur, and with the experience of parent company and sister countries, you will have full responsibility for the development of the company in Belgium. You will participate in an exciting challenge laying the foundations of operations. You will have the opportunity to build the Belgian team that you will manage. The possibilities for personal development are real and attractive.

The head office of The company is based in Brussels, but you will have the possibility to start operations from your own region (home office, co-working space,...). You will get support from parent company (engineering, administration, marketing,...).

**Your responsibilities:**

- Create, grow and feed the network of electrical contractors, using the key success factors used in other countries
- Develop relationships with automotive OEMs and with suppliers (charging equipment, related services...)
- Participate in the definition and implementation of the marketing strategy
- Manage projects (qualify client's need, dispatch to electricians, build quotations, monitor implementation)
- Manage operations (purchases, invoicing, credit management, legal topics...)

**PROFILE**

**Qualifications**

- Engineering background (electricity, electromechanics,...)
- A complementary degree in management is an asset.
- Around 6 years' operational experience
- Successful experience in Business Development
- Basic knowledge of electrical engineering
- A first experience in the sector would be a strong plus
- Strong bias for business development
- Sales accumen
- Highly organized / capacity to deal with multiple topics in parallel
- Self starter, pioneer,
- Curiosity
- Rigorous / Autonomous
- Leadership / drive
- Willingness to learn and develop quickly with the company
- Full fluency in Dutch (mother tongue)
- Fluent in English
- A good command of French is an advantage.

## OFFER

A stable and rewarding job within a pleasant work environment, within a dynamic international company that attaches great importance to relationships and respect.

By offering added value solutions for charging electric vehicles, you will actively participate in sustainable development.

The hired person can count on a permanent contract with as well as an attractive salary associated with various extra-legal benefits.

## APPLY

If you match the profile and are motivated to meet this challenge, send your resume and cover letter to: [eric.croisy@adva-consult.com](mailto:eric.croisy@adva-consult.com). For a quick treatment, do not forget to mention the reference EC749.

Your application will be treated with full confidentiality. We can only ensure that your application is considered correctly if your profile matches the prerequisites. Dutch is mandatory.

More information about adva consult? Visit [www.adva-consult.com](http://www.adva-consult.com).

adva consult: Chaussée de Mons, 5a box B1, B-1400 Nivelles – [info@adva-consult.com](mailto:info@adva-consult.com)

Remark about Covid-19: For your safety and that of the community, we replace face-to-face interviews with online interviews by phone, via TEAMS or other.

**adva consult, a fair and trustable HR company**

**adva**consult  
HR engineering