

Speaking for more than 3500 utilities Eurelectric represents the full value chain of the European electricity industry in Brussels and beyond. Our priorities revolve around the full **decarbonisation** of the power sector, the deployment of **electric solutions** to decarbonise other parts of the economy and the need to ensure a **fair energy transition**.

Head of Business Development (Full-time in Brussels)

Overall description:

- Develop and lead strategies for building and sustaining relationships with Eurelectric's 50+ Business Associate Members.
- Develop and deliver high-quality services to the Business Members, including sponsorship packages and marketing deals at and around Eurelectric events.
- Develop and manage partnerships and stakeholder relations with associations and 3rd parties aligning with Eurelectric's vision.
- Strategise and seek business opportunities in the electricity sector – proven negotiation skills and experience in capturing market trends are key aspects of this position.

Main accountabilities:

- Management of the Business Development Team – setting objectives, responsibilities, KPIs and tracking team's performance.
- Responsibility over all business revenues – business membership, events, publications, partnerships, sponsorships, business hubs etc.
- Oversee the Business Associates' acquisition and retention strategies
 - Analyse current Business Associates base to identify opportunities, target new leads, secure new business members and retain existing;
 - Track progress and analyse success scenarios via CRM;
 - Work closely with policy department and key Partners to nurture relations and improve business services.
- Follow the latest electricity industry trends, stay informed on utility business opportunities and value stream needs.
- Oversee the implementation of all business hubs, their annual planning, business plans and engagement with third parties.
- Develop business plans for events, campaigns and Knowledge Partnership projects.
- Promote the Eurelectric brand and business opportunities among all stakeholders and across a variety of online networks, especially via LinkedIn and X.
- Attend and represent Eurelectric at international conferences, meetings, and industry events.

Requirements and competencies:

- University degree with minimum 4 years of professional experience in sales, marketing, business development, management consulting or similar; experience in team management is a plus.
- In-depth understanding of the European power sector, its business models and opportunities, its stakeholders and market trends.
- Basic understanding of the EU political processes; knowledge about energy policies is a plus.
- Excellent organisational skills, with emphasis on goal setting, tracking progress and respecting deadlines.
- Excellent prospecting, persuasion, negotiation and closing skills.
- **Ability and permission to work in Belgium in-person** and commit to business trips on a regular basis.

The post is available as soon as possible. **Please submit your application, including a CV and motivation letter (quoting "ref. HBD") to grondinelli@eurelectric.org by 04 December 2023.**

Attn. Giuseppina Rondinelli, HR Manager, Tel +32(0)471813802