Stage - Energis
Lead Generation Specialist

ABOUT US
Energis is a SME with offices in Belgium (Brussels and Louvain-la-Neuve) and Italy (Caserta), whose vision is to be the innovative technology partner of Energy Experts in order to achieve a rational use of energy and to build a sustainable future together. The company develops and sells Energis.Cloud, a highly customisable SMART Energy Management Platform enabling Energy Experts to rapidly deploy energy efficiency solutions used in the commercial, industrial and e-mobility sectors.

YOUR MISSION
To support and accelerate our growth plan the company plans to reinforce the commercial team to speed up commercial activities in a series of priority markets such as Benelux, Italy, France and Spain. Energis is looking for a Lead Generation Specialist for targeted geographical markets. This person will be responsible for prospecting, qualifying and generating new sales leads in various countries and market segments.

Such activities require desk research, exchanging mails and interviewing people by telephone.
Once the sales process has started, the person will contribute in preparing commercial proposals and following up on commercial activities. The Lead Generation Specialist will be in charge of the following activities:

- For identified countries and markets, perform desk analysis and research to determine prospect groups for Energis.Cloud, and build a clear and complete DB of potential leads
- Conduct deep research for the identified targets to identify potential prospects
- Generate interest in the selected leads via telephone, email, social networks and digital communications, by sharing the benefits Energis.Cloud could generate and the way it could address customers’ needs and expectations
- Build and cultivate relationships by initiating conversations and conducting follow-up communications to move opportunities through the sales funnel
- Work with the Business Development Director to develop and grow the sales pipeline to consistently meet quarterly revenue goals
- Manage data for new and prospective clients within our CRM application, ensuring all communications are logged, information is accurate, and documents are attached
- Prepare and analyse sales pipeline reports and dashboards;
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YOUR SKILLS AND COMPETENCES

- You are a highly motivated, self-starter with a professional and commercial attitude
- A dynamic personality with a drive to reach decision makers is essential!
- You possess excellent written and verbal communication skills (fluent in German)
- You are immediately available and feel comfortable using modern digital tools
- You have previous experience with or feel comfortable with prospection, sales, customer service, or related fields
- You have experience with, or feel comfortable with, software products and/or professional services.

WHAT WE OFFER

- The opportunity to be in charge of important responsibilities
- Have a real impact on the company’s growth and evolution
- Work with a company who will push you to a higher level

Interested? Send us your CV at:

ENERGIS@MYINTERNSHIP.BE

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