



Commercial Agent Europe

Who we are

ONenergy is a software company specialized in developing and designing Web & App platforms and connecting them with IoT devices.

Our clients vary from 11 different countries, from Banks, Insurance Companies to Utilities and Smart Cities. Each of our Clients has a customized and corporate version of our platform. They want a personalized App that will allow them to enter into the IOT Smart World and offer a user interface for their clients. Through our platforms the end- users can control and program their devices, lights, blinds, and other devices, as well as view real-time consumption, graphs and estimates of them.

The software platform is build around standard components that can be rebranded very fast in the brand of our customer and enable a cost-effective way to enter in the IOT market.

We work day by day to improve our platform and ensure that users have the best experience, this means to study and improve user flows, develop new UI with our UX specialist, improve interaction and speed of code

The platform consists of a Web, and App (Android, iPhone, Apple Watch, Android Watch) and an IOT CRM application for better customer retention through automated push notifications, SMS and mails. We are permanently developing new features like voice control and geofencing.

The last year we booked successes with major utilities and industry partners in Belgium and are now looking for international expansion.

Our headquarters are based in Belgium and our development capacity is located in Barcelona and India. We are now looking for a commercial agent network in Europe to continue our growth.

Main responsibilities will be:

- Promote and sell Onnergy subscriptions and development services to industrial partners.
- Regular customer follow-up for increasing subscription portfolio.
- Prepare and defend offers in collaboration with Customer office.
- Search for collaboration with regional technology providers for integration
- Collaborate with Customer office and Project office for project setup.

Required skills and experience:

- Min. 3–5 year's experience as entrepreneur or in a commercial function
- Very good level of English in speaking and writing.
- Good negotiation skills and emotional intelligence skill

What we offer:

- Open work environment with young, dynamic and outstanding international teams
- A long-term commercial partnership with very good compensations on sales.
- Flexible working hours
- International opportunities

Interested?

If this sounds like something you would like to be a part of, then we would love to hear from you! For more information, don't hesitate to contact us

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