



## **SALES SUPPORT ENERGY MARKETING**

**Antargaz Belgium** is the leader in distribution and sale of propane/butane in the Benelux and active in the Belgian natural gas and power market. We offer you the opportunity to participate to our continuous development by joining our Gas & Power Internal Sales department at Diegem.

### **Job Purpose**

We are looking for a Direct Sales Support officer for our Energy Marketing team at Diegem. Energy Marketing Belgium is the local natural gas and power division within the fortune 500 multinational UGI. It is one of the key drivers for further business development for UGI.

The role of Direct Sales Support is to maximise profit by supporting the direct sales team and telesales on incoming leads. The direct sales team is a key channel to realise forecasted growth.

### **Principal accountabilities**

- You handle and follow up on incoming leads.
- You close incoming leads through telesales and e-mail or pass them through to the business developer.
- You support the business developer so he/she can focus on field sales and achieve targets.
- You support customer service in commercial activities towards customers.
- You follow up on retention processes including renewals of contracts.
- You manage the growth of the portfolio related to acquisitions.

### **Key Challenges**

- To give support to Business Developers
- To maintain administrative excellence
- To maintain an open and direct communication with the team and line manager
- To promote openness, transparency and team spirit in the organisation

### **Educational Background**

Bachelor or similar knowledge gained by experience

### **Qualifications required**

- Customer care skills.
- Good communication skills.
- Good administrative and reporting skills.
- Familiar with different sales techniques and pipeline management.
- Experience in energy industry.
- Proficient knowledge of Dutch and French.
- Good knowledge of Word and Excel is a must.

### **What we offer you:**

- Employment contract for unlimited period
- A fulltime employment contract
- A competitive salary package
- Working environment with career opportunities