



Why does everybody talk about power and not about heat? We know that heat provides a larger opportunity to achieve climate goals and as such is a fundament of the energy transition on residential level. We also know that it is still largely a replacement business, but should it be? We at GreenCom Networks think there is a potential ready to be unlocked, with a driving role for electrification, fuelled by renewable power, and based on delivering real added value to households. We believe GreenCom Networks' energy IoT platform, connectivity expertise and optimisation algorithms can play a substantial role in creating those value propositions. And bring the heating market into the energy transition. That is why we are eager to extend our commercial team with a

Commercial Product Manager Smart Green Heat (m/f/d)

RESPONSIBILITIES

- Own and lead use case development, commercialisation and implementation within the Heat product domain. Be the go-to person when it comes down to product knowledge, residential heating infrastructures, customer value propositions and market knowledge. You lead GreenCom Network's proposition on Smart Green Heat across Europe.
- Develop commercial opportunities by combining market model specifics, regulatory requirements, value chain set-up and distribution structures.
- Steer commercial processes with concrete use cases based on market knowledge, customer application experience and GreenCom capabilities.
- Drive the market input and customer needs side of GreenCom Network product development, from idea to implementation. Owning an end-to-end responsibility.
- Work closely with your sales colleagues to support commercial approaches and opportunity acquisition and conversion.
- Enhance the use of performance driven and lead generating marketing campaigns together with the marketing department.
- Support customer implementation projects together with the service and technical delivery departments.
- As a product and market expert, you represent GreenCom Networks actively on events and conferences.

YOUR PROFILE

- Expert. You have 3-5 years of experience within the heat product domain with exposure to commercial processes. You know your stuff.
- Customer centric. You hold a strong belief in creating end-customer added value in all that we concept, sell, develop and deliver.

- Conceptual. Building on your analytical and numerical skills, you turn complex situations into understandable propositions, sketch use cases based on underlying commercial and technical elements and set business models underpinned by a business case.
- Technical. You are an expert on how heat assets work in detail and have a profound savviness for adjacent IoT connectivity.
- Structured. This job requires a diligent and focussed approach. You are used to work independently and develop your responsibility yourself.
- Driven. You tell us how the world works. You hold a pro-active attitude aimed at establishing impact. You want to deliver. You burn for the cause.
- You are authentic and a nice person. You are inclusive in your working approach and fun to have around.
- Fluent in English is key. German and/or French is a strong plus.

WE OFFER

- Actively shape the future of the residential renewable energy landscape.
- Drive business forward with a clear responsibility and following your vision.
- Follow a firm mandate to create impact.
- Use flexible working hours and working location.
- Be part of a driven, smart and fun team.
- Join an international and entrepreneurial organisation.
- Enjoy competitive remuneration and working conditions.

Interested? We are looking for purpose driven talents, who are keen to make an impact and who cannot wait to put all their enthusiasm in it. We would be thrilled if you would join us on our exciting journey!

CONTACT

Please reach out directly to our Head of Commercial Product Management with your application or for any questions you might have. We look forward to hearing from you!

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At GreenCom Networks, we are building a future where energy is produced and consumed more local, more sustainable and more economical. We have built an IoT solution to connect relevant energy devices and optimise and visualise the power and heat energy flows on a residential household, connected community and (wholesale) market level.