

## Outside Sales Belgium

As an Outside Sales for the Belgium market, you will play a key role in driving the energy transition forward at full speed by connecting B2B customers with our cutting-edge photovoltaic solutions.

This full-time, permanent and non-executive position is available immediately and offers the flexibility to work remotely from your home base in Belgium. In addition, there is also the possibility to work from our office. You will have the opportunity to develop and expand our presence across the country by visiting existing and new customers. Be part of an innovative and future-driven company that is shaping the solar industry.

### What We Offer

- **Join a strong international family business** – We are a family-owned company, combining long-term vision, short communication lines, and personal commitment with international growth.
- **Global presence** – Active in more than 30 countries with over 500 colleagues worldwide, while maintaining the culture and agility of a family business.
- **Pioneer in solar energy** – Since 1982, we have been at the forefront of the solar industry and continue to drive the global energy transition.
- **Be part of a flat, international team** – Work in a dynamic and multicultural environment with short decision-making processes and a collaborative team spirit. We value open communication and no rigid hierarchies.
- **Opportunities to make an impact** – A role where your contributions are recognized, with opportunities to take on responsibility and shape our market presence.
- **Salary, company car & technical equipment** – Competitive salary package including a company car, private use, as well as an attractive fixed salary and a performance-based bonus.
- **Flexible working environment** – Work remotely, on the road, and with the possibility to work from the office.
- **A future-oriented industry** – Join a company at the forefront of the solar energy transition, working in a fast-growing and future-proof sector.

## Your New Role

- **Expand our installer network** – Build and strengthen relationships with solar installers and industry partners, expanding IBC SOLAR's footprint in the Belgium market and creating long-term partnerships to ensure more businesses can use the sun as their energy source.
- **Drive sales excellence** – Deliver compelling presentations and proposals to clients, explaining the benefits of our photovoltaic systems and associated services while positioning IBC SOLAR as their preferred partner.
- **Achieve targets** – Grow our market presence by proactively identifying opportunities, generating leads, and driving sales success, ensuring both personal and company goals are met.

## What You Bring

- **Professional sales background** – Proven experience in sales, ideally within the photovoltaic energy sector or related industries, with an established network or contacts in the solar market.
- **Industry insights** – Deep understanding of the Belgium solar market, including regulatory frameworks and incentive programs.
- **Communication skills** – Exceptional ability to explain technical concepts clearly and adapt messaging to different audiences.
- **Language skills** – Fluency in Dutch and English is required; French is considered a strong plus.
- **Self-motivation** – A proactive, results-driven mindset with the ability to work both independently and collaboratively.

Excited to Be Part of the Solar Revolution?

We are looking forward to receiving your application.

Contact

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