



Vacancy: Business developer Battery Energy Storage (BESS) market

Location: BENELUX

Type: employee or as consultant (to be discussed)

Experience required: Minimum 2 years in B2B renewable energy market

About Jump Energy

We were all born in the 80s and 90s and share a strong belief that our generation has a responsibility to accelerate the transition to clean energy. Many companies hesitate to invest in battery assets because of the uncertainties they still carry. Our mission is to make batteries as predictable and reliable as government bonds, removing that



uncertainty and enabling a faster more confident energy transition.

Jump Energy is a fast growing technology and software company specializing in battery management. Traditional Battery Management Systems (BMS) are rarely tailored to the specifics of a given site or trading strategy. Our AI driven software provides independent data based insights into the real performance of battery assets and sites helping operators boost revenues by up to 20 percent. We focus exclusively on the battery and site level and are not an EMS provider ensuring our analysis remains unbiased and complementary to existing energy management systems.

What we are looking for

As our Business Developer you will own the strategy and execution for Jump Energy's entry into the European BESS market. Your key responsibilities include:

- **Market leadership:** Lead identification, qualification, and engagement of strategic players (developers, EMS providers, integrators) across Europe.
- **Go-to-market strategy:** Develop and implement scalable commercial models and sales plans that align with company growth targets.
- **Stakeholder management:** Build and maintain strong relationships with industry partners, customers, and internal teams to drive collaboration and success.
- **Product influence:** Provide market insights and feedback to guide product roadmap and innovation tailored to BESS needs.
- **Representation:** Act as a spokesperson for Jump Energy at industry events, conferences, and customer meetings.
- **Business growth:** Own the sales pipeline and be accountable for meeting or exceeding revenue and partnership goals.



You will work with autonomy in a dynamic startup environment, reporting directly to the management team.

What does success look like in 12 months?

- You have build a strong network within the BESS market. You know all major companies in the field
- You understand the complexity and opportunities of the Belgian and dutch imbalance market
- You have managed to put Jump Energy on the Map in Europe. You have managed to sign at least 10 new customers and 2 deals with major B2B partners who can help us scale fast towards multiple sites.
- We have a clear strategy roadmap which is based on the needs of the market.

What we are looking for:

- Entrepreneurial and flexible mindset with a passion for clean energy and technology innovation.
- Proven experience (2+ years) in business development or sales, within the Energy market.
- Strong commercial track record combined with technical understanding of battery degradation, monitoring, grid and EMS integration challenges.
- Demonstrated ability to lead market entry or growth initiatives and manage complex stakeholder relationships.
- Strong communication skills, fluent in English (Dutch, French, German are a plus).

What we offer

- compensation aligned with your experience and role
- Yearly bonus
- Dynamic, positive minded young team
- Super work environment at De Hoorn. We share offices with the company Madewithlove
- Hybrid setup: remote work with 2 office days per month in The Hoorn, Leuven.
- Growth opportunities as a key member in an ambitious startup
- Freelance or Belgian employment contract
- 60% to 80% working regime is preferred

Interested?

Send your CV or LinkedIn profile along with a short motivation to jonas@jumpenergy.io