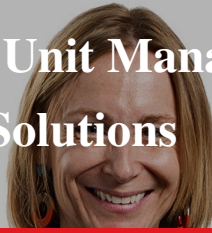


Xpo Group – Business Unit Manager Solar & Energy Solutions



Your responsibilities

In accordance with the JV-partner, you will have an end-to-end responsibility for the **commercial strategy & overall operations**, aligned with the group business objectives, whilst taking into account local **market specifications** and needs.

- You will secure the further **international development**, through geo cloning, increasing their market position within Europe.
- You will improve the exhibiting experience for all regions by implementing a profound **target audience engagement strategy**, strong **industry innovations** and solid **event operations**.
- You will translate the industry needs & expectations in terms of innovation, challenges and changes into **practical business insights** & secure **knowledge exchange** through valuable content, community building and networking activities.
- You keep abreast on all industry related topics by engaging with your **network** of relevant **technology & industry leaders and federations**.
- You will provide support towards **large key accounts** resulting in **collaborations** on an international scale.
- You will directly **manage a small team** supporting you in all commercial and operational activities.
- You have full **P&L responsibility** for your business unit.
- You will report directly to the General Manager.

Your profile

- Master or Bachelor degree in Commercial Sciences, Engineering or equivalent through relevant industry experience.
- Industry experience in **Solar, Smart Storage, EV Charging or Green HVAC** is required combined with a passion for sustainability and innovation within **Energy & Renewables**.
- Minimum **5 – 8 years of relevant experience** in a role that combines commercial strategy or business unit management, people management and project management.
- A strong strategic vision, **entrepreneurship** and persuasiveness are key.
- You are willing to learn all drivers and dynamics of the exhibition scene during onboarding allowing you to fully understand the scope and challenges of the role.
- Outstanding leadership, **people management** and communication skillset with the ability to motivate and further develop teams.
- Strong internal- and external **stakeholder management capabilities**.
- You are flexible towards **travel** in the EU (+/- 20%).
- You can express yourself fluently in **Dutch** and **English**.

What do you get at Xpo Group?

With us, you work in a Great Place To Work - and you can feel it!

On top of this challenging opportunity, we offer an attractive salary including a full benefits package, bonus and a company car combined with healthy work/life balance.

We've got you covered: hospitalization, disability and group insurance.

✓ **Useful extras:** meal allowance and eco cheques.

Jingle bells: 5 extra vacation days during the holidays.

Mobile and carefree: a company car with fuel card or charge pass.

Not an early bird? Thanks to our flexible working hours, you decide your own start time.

Hybride work: work from home up to 2 days a week for the perfect balance.

Keep growing: with our extensive training program, you will never stand still.

♀ **Fun during your workday:** have lunch in our cozy cafeteria, play a game of ping pong or darts and join our fit & healthy activities.

Work hard, play hard: from afterworks to legendary company parties - colleagues become friends!

Ready to be part of our team? With us you will find not only a job, but also a workplace where you will come to every day with a smile.

<https://www.kortrijkxpo.com/>