

# Jeco Energies – Business Development Manager DACH

## Business Development Manager DACH

At Jeco Energies, we do more than provide temporary power solutions. We help industries stay operational, productive, and prepared for the future.

As our Industrial Rental Division continues to expand across Germany, we are looking for an ambitious and technically-minded Business Development Manager who thrives on building long-term relationships, identifying new market opportunities, and delivering value-driven solutions to industrial customers.

This is an opportunity to join a growing international company where technical expertise, entrepreneurial spirit, operational excellence, and customer commitment come together to drive sustainable growth.

### About Jeco Energies

Jeco Energies specializes in temporary power, electrical infrastructure, and energy solutions for industrial operations, maintenance shutdowns, construction projects, and emergency situations.

We support customers throughout the entire project lifecycle with safe, reliable, and flexible rental solutions. Our reputation is built on technical excellence, responsiveness, and a commitment to helping customers succeed in complex operational environments.

At Jeco Energies, people are empowered to take ownership, think proactively, and make a real impact. We believe that strong customer partnerships, continuous improvement, and uncompromising safety standards are the foundation of sustainable success.

## What do we expect from you?

As Business Development Manager, you will play a key role in strengthening Jeco Energies' position within the German market.

You will identify new business opportunities, develop strategic customer relationships, and promote our Industrial Rental solutions to customers across a wide range of industries.

Working closely with technical, operational, and leadership teams, you will help shape market strategy while delivering commercial growth and exceptional customer value.

### Your Responsibilities

- Identify, develop, and secure new business opportunities within industrial and infrastructure sectors.
- Build and maintain strong relationships with customers, contractors, consultants, and strategic partners.
- Promote Jeco Energies' Industrial Rental portfolio and identify opportunities for long-term growth.
- Manage the complete sales cycle from prospecting and solution development through contract negotiation and closing.
- Monitor market developments, industry trends, and competitor activities.
- Translate market intelligence into actionable business development strategies.
- Lead commercial negotiations and support contract management activities.

- Collaborate closely with engineering and operations teams to deliver customer-focused solutions.
- Represent Jeco Energies at customer meetings, trade fairs, and industry events.
- Contribute to customer satisfaction initiatives and support continuous improvement processes.
- Promote and support the company's quality, safety, and environmental standards.

### **What You'll Bring**

- Bachelor's or Master's degree in Engineering, Business, Economics, or a related field.
- Proven experience in Business Development, Technical Sales, Account Management, or a comparable commercial role within an industrial environment.
- Technical understanding of electrical installations, power distribution, temporary power solutions, or related industries.
- Strong commercial mindset with demonstrated success in acquiring and developing customer relationships.
- Experience negotiating commercial agreements and managing customer expectations.
- Excellent communication, presentation, and stakeholder management skills.
- Strong analytical and strategic thinking capabilities.
- Self-motivated, entrepreneurial, and results-oriented approach.
- Professional proficiency in both German and English.
- Valid driving licence (Category B).

## **What do we offer?**

### **Why Join Jeco Energies?**

Joining Jeco Energies means becoming part of a company that combines the agility of a growing business with the expertise of a trusted industry partner.

We offer:

- A high-impact role with significant autonomy and responsibility.
- The opportunity to shape the growth of our Industrial Rental Division in Germany.
- Exposure to complex and challenging industrial projects.
- An international environment with ambitious growth plans.
- A collaborative culture built on trust, expertise, and respect.
- Professional development and long-term career opportunities.
- A strong commitment to safety, quality, and sustainability.

### **Our Employer Promise**

At Jeco Energies, your expertise matters.

We trust our people to take ownership, challenge the status quo, and contribute to meaningful growth. We invest in long-term relationships with both our customers and our employees, creating an environment where you can make a difference, develop your career, and be proud of the impact you create.

**Join Jeco Energies Industrial Rental and help build the next chapter of growth across Germany and Europe.**

<https://jeco-energies.com>