



# Mathieu Otjacques

Sales & Business Developer

## Contact

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## About Me

Passionate and solution-driven business developer with over 20 years in B2B and 15 years in tech, I help innovative energy companies grow through strategy, trust, and long-term vision. I combine field experience with a deep understanding of renewable ecosystems to deliver impactful results.

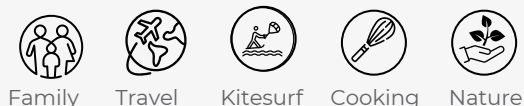
## Key Skills

- Strategic Business Development
- Renewable Energy Solutions (Solar, BESS, EMS, PPA, IoT, API)
- C-Level Relationship Management
- B2B Sales & Negotiation
- Market Intelligence & Opportunity Analysis
- Leadership & Team Coaching
- Digital Transformation & CRM Integration

## Languages

**French:** Native speaker  
**English:** Fluent, written and spoken  
**Dutch:** Fluent, written and spoken  
**Spanish:** Basic level

## Interests



## Professional Experience

- Country Manager** *AmaraNzero Benelux* 2024 - 2025  
Led business development in solar and energy storage. Structured B2B sales strategies, managed investor and EPC relations, and implemented CRM tools to support both sales and technical coordination.
- Sales Manager & Trainer** *SolarEdge Technologies Benelux* 2019 - 2024  
Initially focused on the residential segment by supporting installers and delivering product training. I later expanded into C&I and agrivoltaics, managing larger projects, guiding EPCs and distributors, and promoting advanced energy solutions across key markets.
- Key Account Manager & Business Developer** *Alcobrands Belux* 2016 - 2019  
Managed beverage accounts in both on-trade and off-trade markets. Supported commercial growth by developing CRM tools, training sales teams, and contributing to marketing initiatives.
- Operations Manager & Business Developer** *Airparking International Airport Brussel* 2014 - 2016  
Managed airport parking operations, improved vehicle control systems, launched the company website, and led energy and digital upgrades to boost efficiency and customer experience.
- Account Manager** *Apple Inc. Belux* 2011 - 2014  
Led Apple's early expansion, managing the reseller network, training partners, and supporting sales growth through strategic marketing and brand development.
- Sales & IT Coordinator** *Schreder Lighting Switzerland* 2008 - 2011  
Worked across sales, purchasing, and marketing to support commercial operations and campaign development. Also managed IT systems, network backups, and transaction tools to maintain daily business continuity.

## Freelance Experience

- PROSPER** 2020 - Today  
*Luxury Jewelry Ambassador "Family Business"*
- JAXSUN SPORTS** 2009 - Today  
*Private Kiteschool - Founder, Coach*
- MATYPIQUE** 2010 - Today  
*Consultancy Agency - Founder & Developer*
- KITEXPLORER** 2011 - 2022  
*Sailing & Cruise center Manager & Coach in Belize*

## Education

- Bachelor - International Business** 2005 - 2008  
*BBI - Brussel Business Institute*
- Bachelor of Business Management** 2002 - 2004  
*EHPN - Hotel Business School*

## References

### Eli Dahan

Business Dev & Sales Worldwide  
**SolarEdge Technologies**

### Marijke De Meulenaere

Founding Partner ThinkTwice  
**Apple Inc (Thinktwice)**