



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.

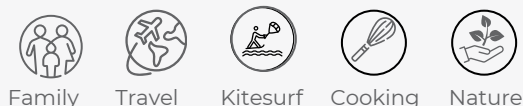
Key Skills

- 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
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)