

Kristof Declercq

Service Sales & Front Sales | Critical Power | Energy Storage

Account & Operations Manager at BENNING Belgium - technical-commercial bridge-builder focused on strategic B2B sales.

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CAREER FOCUS

Full front sales, strategic account development, service sales and commercial growth in technical B2B markets.

COMMERCIAL STRENGTHS

- Service sales & lifecycle services
- Strategic selling / Inventi
- Maintenance contracts & retrofits
- Technical-commercial quotations
- Negotiation & stakeholder management
- Customer education & C-level communication

TECHNICAL & DATA

- UPS systems, rectifiers, batteries, BMS
- Energy storage, PV, peak shaving
- Battery sizing, ROI/NPV
- Python, MATLAB, Excel, LaTeX, Git

EDUCATION

- MEng Electromechanics - Sustainable Energy, VUB, magna cum laude, 2024
- Bachelor Electromechanics - Climate Technology, Thomas More, 2019
- Erasmus Environmental Engineering, University of Oviedo, 2018

SALES TRAINING

- Inventi - Masterclass Strategic Selling, 2026

LANGUAGES

Dutch: native
French, English, Spanish: fluent spoken and written

PROFILE

Sustainable energy engineer and Account & Operations Manager with experience in critical power, UPS systems, batteries and energy storage. Combines account development and strategic B2B sales with service operations, maintenance contracts, retrofits and lifecycle services. Translates technical complexity into customer value, trusted relationships and commercial decisions.

EXPERIENCE

BENNING GmbH | Mechelen/Houten, BE/NL | Jul. 2024 - present

Account & Operations Manager | Jun. 2026 - present

- Own Belgian sales opportunities and quotations above EUR 10,000, from needs analysis and solution proposals to negotiation and commercial follow-up.
- Develop existing accounts and new business through customer visits, strategic selling and long-term relationship management.
- Translate customer needs into UPS, DC power, battery and service solutions; prepare technical-commercial offers and maintenance and retrofit proposals.
- Structure sales pipeline and CRM follow-up, coordinating with engineering and service teams to align customer commitments with delivery.
- Lead Belgian service operations: planning, technician teams, site interventions, contracts and customer follow-up.

The Science House & independent consulting | Boutersem/Belgium | 2019 - present

Tutor/Coach & Co-manager | Consultant Engineer as parallel activity

- Still teaches mathematics, physics and statistics to secondary-school, university and business audiences.
- Co-develops a family-run education service business and, as a consultant, builds technical automation and process structure.
- This positions him at the intersection of teaching, strategy and sales: turning complex content into clear decisions.

Exide Technologies | Kontich, Belgium | Oct. 2019 - Oct. 2021

Project Engineer

- Prepared battery sizing calculations and technical quotations for industrial applications.
- Provided technical-commercial support; analysed battery condition from measured data and translated findings into NCRs, service recommendations and customer communication.

Contracting Engineering Services (CES) | Belgium | Oct. 2018 - Oct. 2019

Project Engineer

- Managed technical installations in apartment projects and prepared EPC reports, heat-loss calculations and cooling-load calculations.