



## HUMAN RESOURCES

### **SUBJECT: Communication – Announcement**

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

## O&M Sales Manager (M/F)

Our **O&M** Business line is looking for an **O&M Sales Manager**, for Spain, who will have the following responsibilities:

- Develop the activity of screening, recognition and capture of customers for the O&M business, either owners or managers of energy generation assets;
- Elaborate and perform business presentations to customers and other business stakeholders with the purpose of establishing commercial relations and new sales for the O&M Business
- Conduct, prepare and elaborate budgets and economical & technical proposal for O&M business opportunities for renewables assets, compliant with the internal recommended practices and instructions.
- Conduct the negotiation of O&M contracts for renewable assets respecting approved term sheets and internal procedures, maximizing the generated value for the company and privileging customer retention.
- Support and assist the Head of O&M Sales and Head of O&M Operations in the development of new solutions specific for the O&M business
- Actively contribute for the Development of tools and solutions related to the commercial activity of O&M, management and implementation;
- Participate in initiatives for brand promotion
- Ensure the support to the O&M Managers in the maintaining the relation with the customers of the actual portfolio

### **QUALIFICATIONS:**

The ideal candidate will have/ be:

- Master Degree or Degree in Engineering;

At Voltaia we are passionate about **renewable energies!** We are an electricity producer from wind, solar, hydro and biomass, and also a service provider to 3<sup>rd</sup> party clients such as **Development, EPC, O&M and Distribution.**

Today we are in **17 countries, split among 4 continents**, and offering a **global operating capacity** to our clients. We are listed on the regulated Euronext market in Paris since July 2014.

Announcement Date: 26-05-2018

**REFERENCE**  
18.2018

**COMPANY**  
Voltaia

**DEPARTMENT**  
O&M Sales

**JOB TITLE**  
O&M Sales Manager

**LOCATION**  
Madrid

**STARTING DATE**  
July, 2018

- +5years of experience in similar functions in sales (mandatory)
- +10 year experience in Service / O&M (preferable);
- + 4 year experience in Renewables (preferable);
- Proven experience in O&M/Service contracts negotiation and budgeting;
- Minimum of 10 (ten) years of experience in electrical projects;
- Photovoltaic projects (valued);
- Intimate understanding and knowledge of solar / wind industry in the specific country/market, and namely the main stakeholders of such specific market: asset owners, asset managers, competitors of O&M business
- English language domain;

**Key Skills:**

- Customer orientation/ Quality of service;
- Relational and empathetic;
- Flexible;
- Availability and sense of responsibility;
- Self-motivated;
- Ability to manage stress and to work under pressure;
- Resilience ability and proactivity;
- Good team work skills;
- Availability for national and international travels.

If you are interested in this career opportunity, please send us your CV to [voltaliarecruits@vitalia.com](mailto:voltaliarecruits@vitalia.com), with the subject "18.2018 – O&M Sales Manager Spain".