

OPPORTUNITY

OPPORTUNITÉ

OPORTUNIDADE



HUMAN RESOURCES

SUBJECT: Communication – Announcement

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

PROJECT MANAGER (M/F)

Our **Operation & Maintenance Department** is looking for a **Project Manager**, which will have the following responsibilities:

- Design and implement a strategic business plan that expands the company's customer base and ensure its strong presence;
- Design and implement an operational digital collaborative platform and portal to manage the full company business;
- Identify target markets and implement an aggressive strategy for the fast penetration in those markets;
- Prospect suppliers for services and parts and establish partnerships with them;
- Manage the company budget;
- Manage the whole sales chain;
- Achieve growth and hit sales targets;
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs;
- Present strategic business plan implementation to the management team;
- Present sales, revenue and expenses reports and realistic forecasts to the management team.

voltalia

• SOLAR • WIND • HYDRO • BIOMASS •

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

Today we are in **20 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: 13-05-2020

REFERENCE
21.2020

COMPANY
Voltalia

BUSINESS LINE
O&M

JOB TITLE
Project Manager

LOCATION
Porto, Portugal

STARTING DATE
July 2020

QUALIFICATIONS:

The ideal candidate will have/ be:

- Master's in Computer Science or Engineering or Business Administration;
- At least 4 years of successful previous experience in similar responsibilities;
- Strong Project Management skills (PMP Certification would be a differentiator);
- Experience managing and developing IT projects (collaborative platforms would be a differentiator);
- Experience in the renewable energy sector (experience in a PV inverters manufacturer would be a differentiator);
- A self-starter, keen, ambitious and hungry to get results;
- Relentless and experienced in identifying target leads, reaching out and generating sales from cold leads;
- Strong business sense and industry expertise of selling business services;
- Great knowledge of sales techniques in B2B sales;
- Fluent in English;
- Microsoft Office tools proficiency.

Key Skills:

- Dynamic, organized, proactive and capacity to deliver under pressure;
- Commercial awareness and customer focus;
- Good communication skills;
- Capacity to work in a rapidly changing context and reacting to new challenges;
- Strategic thought;
- High sense of responsibility and professional ethics;
- Ability to lead a network functionally and to work in a complex matrix organization;
- Resilient under stressful conditions and adverse environment;
- Autonomous worker and team player.

Your application will be reviewed by Daniela Mendes.

If you are interested in this career opportunity, please send us your CV to votaliarecruits@votalia.com, with the subject "21.2020 – Project Manager".