

OPPORTUNITY

OPPORTUNITÉ

OPORTUNIDADE



## HUMAN RESOURCES

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

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

### **EPC Sales Specialist**

Our **EPC** department is looking for an **EPC Sales Specialist**, who will have the following responsibilities:

- Identify customer requirements and necessities and define the best technology and Project scope to suit those ones
- Interact with Engineering to define the best solution for the Project, request suppliers' offers and analyze the cost-benefit Project ratio
- Challenge the Engineering and Procurement to achieve the best cost-benefit ratio
- Assist sales team in prospects identification via supplier interaction
- Prepare all data required for commercial offers
- Interact with sales and Customers for Votalia's offer suitability to customer necessity
- Interact with others Votalia's department (e.g. Engineering, Procurement, Legal, Tax, etc) for offer preparation
- Prepare Project implementation plan: schedule, budget and team definition
- Manage suppliers and customers contract
- Prepare O&M offers in relation to the project

### **QUALIFICATIONS:**

The ideal candidate will have/ be:

- Degree in Electrical, Civil, Mechanical or Production Engineer

**SOLAR • WIND • HYDRO • BIOMASS • STORAGE**

At Votalia 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.

**Do you have the energy we need?**

Announcement Date: 22/09/2020

#### **COMPANY**

Votalia

#### **DEPARTMENT**

EPC

#### **JOB TITLE**

EPC Sales Specialist

#### **LOCATION**

Rio de Janeiro, Brasil

#### **STARTING DATE**

Immediately

- Previous experience in bid and budget planning
- Experience in renewable sector, mainly Solar PV, especially in Utility Scale plants. Wind is a plus
- Fluency in Portuguese and English is mandatory. Spanish and French are a plus

Key Skills:

- Problem solving oriented
- Organization and autonomous
- Interpersonal communication
- Team spirit, Entrepreneurship, Integrity and Ingenuity are the Company's values

If you are interested in this career opportunity, please send us your CV to [rslatam@voltage.com](mailto:rslatam@voltage.com) , with the subject "EPC Sales Analyst".