

OPPORTUNITY  
OPPORTUNITÉ  
OPORTUNIDADE



## HUMAN RESOURCES

**SUBJECT: Communication – Announcement**

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

### PPA SALES MANAGER (M/F)

Our **Development Business Line** is looking for a **PPA Sales Manager** who will have the following responsibilities:

- Establish the strategy and set up an action plan to generate new contacts and incoming requests;
- Manage and process incoming requests from prospects or customers: RfI, RFQ and private or public tenders;
- Establish the first contacts with prospects / customers and definition of their needs;
- Establish agreements with third parties;
- Customer and third-party quality verification (KYC - KYTP);
- Ensure the answers to the customer requests in close collaboration with the internal teams;
- Lead the origination of PPAs (both offsite and onsite), prepare commercial and technical offers; lead the commercial negotiations and securing PPAs for each project;
- Participate in defining the strategy for valuing electricity produced outside the Regulated Purchasing Tariff (PPPs, Compensation Supplements or others);
- Monitor the evolution of the market in terms of consumers, services, offer structure;
- Define the necessary corrective actions after the analysis of the KPIs: adjustment of the typologies of prospects or targeted sectors of activity, modification of the offers.

# 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 3<sup>rd</sup> 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: 28-09-2020

**REFERENCE**  
36.2020

**COMPANY**  
Voltalia

**BUSINESS LINE**  
Development

**JOB TITLE**  
PPA Sales Manager

**LOCATION**  
Madrid, Spain

**STARTING DATE**  
November 2020

#### **QUALIFICATIONS:**

The ideal candidate will have/ be:

- Graduate School of Engineering or Business School;
- At least 3 years of experience in the Spanish renewable sector;
- Experience in negotiation processes;
- Good commercial skills and connection among corporate offtakers in the Spanish market;
- Good corporate PPA experience (structuring, tendering, contracting, and management);
- Good knowledge of the economic and regulatory conditions of energy purchases and sales in the Spanish Market;
- MS Office domain;
- Spanish and English fluency.

#### **Key Skills:**

- Good interpersonal and communication skills;
- Responsible;
- Autonomous;
- Organized;
- Resilient under stressful conditions and adverse environment.

If you are interested in this career opportunity, please send us your CV to [voltaliarecruits@voltage.com](mailto:voltaliarecruits@voltage.com), with the subject "36.2020 – PPA Sales Manager".