



**SUBJECT: Communication – Announcement**

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

## Business Development Manager - Colombia, Central America & Caribbean - CDI

Our International Development Business Line is looking for a Business Development Manager for Colombia, Central America & Caribbean, which will have the following responsibilities:

- Develop and implement a business plan to aggregate a large pipeline of renewable energy projects in Colombia, Central America & Caribbean;
- Manage the overall development and business activities in Colombia, as a country with more of an advanced pipeline of renewable energy projects;
- Lead the development process for all projects under responsibility, obtaining the necessary assistance from internal support teams when needed;
- Identify and evaluate new potential renewable energy projects and opportunities within country markets of responsibility, particularly with a greenfield development strategy in Colombia;
- Gain detailed insight of competitive environment within countries of responsibility to be used for developing the overall business strategy;
- Negotiate and secure business opportunities meeting the company's investment guidelines, budget and time constraints;
- Undertake or manage others (internal or external) to carry out all necessary activity for project development;
- Coordinate with other key teams in Paris headquarters and Brazil on all interactions with relevant internal stakeholders to assess viability of projects and deliver critical milestones;

Contribute to business area's strategic planning and budgeting process;

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 **18 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: 16-11-2018

**REFERENCE**  
RECRUT/BD/ID/CL

**COMPANY**  
Voltaia

**BUSINESS LINE**  
International Department

**JOB TITLE**  
Business Developer

**LOCATION**  
Colombia

**STARTING DATE**  
ASAP

Maintain and promote values, strength and reputation of company and its business lines in any interactions with external stakeholders.

**Qualifications :**

- A strong knowledge and relevant experience throughout several countries in Latin America & Caribbean preferred;
- Bachelor's Degree in engineering, economics or business;
- Post-graduation or specialization is a plus;
- Prior experience in the renewable energy industry is a plus;
- Experience with interacting with external stakeholders at conferences, events and meetings;
- Availability to travel throughout Colombia, Central America & Caribbean;
- English and Spanish fluency are mandatory;
- French and Portuguese are a plus.

Key Skills :

- Team player
- Strong aptitude to learn and grow in a fast-paced environment
- Solid personal initiative and drive to excel and succeed
- Excellent communication skills
- Able to work independently in daily activities in close coordination with Headquarters office;
- Positive, "can do" attitude;
- Negotiation and people management skills;
- Capacity to manage and prioritize time and multiple tasks efficiently
- Manage pressure or deadlines
- Resourceful and critical thinker, not only pointing out problems but also proposing solutions and ideas;

Thank you for sending your application (CV + LM) by mail:

[voltaliarecruits.fr@voltaia.com](mailto:voltaliarecruits.fr@voltaia.com) quoting the reference

HR Group team