

OPPORTUNITY

OPPORTUNITÉ

OPORTUNIDADE



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**, who will have the following responsibilities:

- Support the Country Manager and the Head of Key Account Management in the definition of the Sales Action Plan, contacting customers, creating and updating a Database, screening strategic decision regarding key investors, defining and forecasting investment decision of target customer, prices volumes of new sales for specific markets;
- Detect new customers (institutional investors) and new opportunities;
- Support the negotiation of new O&M contracts, under the instructions of Sales Key Account Manager and of the Country Manager;
- 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;
- Support and assist the Head of O&M and Head of O&M Operations in the development of new solutions;

• SOLAR • WIND • HYDRO • BIOMASS •

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 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: 04-07-2019

REFERENCE
21.2019

COMPANY
Voltaia

BUSINESS LINE
O&M

JOB TITLE
O&M Sales Manager

LOCATION
Porto, Portugal

STARTING DATE
August 2019

- 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:

- Graduation with degree in Management, Eng. Degree BSC or MSC;
- Highly valued the experience in Management of Operations of service / Field Service, either for Industrial Maintenance, either for Energy generating assets;
- At least 2 years of experience in similar functions in sales (mandatory);
- At least 5 years of experience in Service/ O&M (preferable);
- At least 5 years of experience in Renewables (preferable);
- Proven experience in O&M/ Service contracts negotiation and budgeting;
- Thorough knowledge of accounting principles and procedures;
- Microsoft Office domain;
- Fluent in English;
- Spanish (preferable);
- Availability to travel.

Key Skills:

- Customer orientation/ Quality of service;
- Attitude and posture;
- Optimistic, perseverant and resilient;
- Responsibility;
- Relational and empathetic;
- Patient and flexible;
- Ability to work in team;
- Leadership skills;
- High negotiation skills.

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 "21.2019 – O&M Sales Manager".