

OPPORTUNITY
OPPORTUNITÉ
OPORTUNIDADE



HUMAN RESOURCES

SUBJECT: Communication – Announcement

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

BUSINESS DEVELOPER (M/F)

In the context of the development of market sales activity and especially Corporate Power Purchase Agreement (CPPA), our **Power Sales Business Line** is looking for a **Business Developer**, who will have the following responsibilities:

- Participate in defining the strategy for valuing electricity produced outside the Feed-In Tariff (CPPA, Utility PPA, Feed-in Premium, full merchant or others);
- Establish the strategy and set up an action plan to generate new contacts and incoming requests for CPPA;
- Manage and process incoming requests from prospects or customers: qualification of requests (Rfl), qualification of requests for offers (RFQ) and private or public tenders;
- Establish the first contacts with prospects / customers and definition of their needs;
- Ensure the answers to the customer requests in close collaboration with the internal teams;
- Establish agreements with third parties;
- Customer and third-party quality verification (KYC - KYTP);
- Participate to define services to complete offers: CPPAs or others;
- Monitor the evolution of the market;
- Implement reporting with KPI on the realized actions and the results recorded and define the necessary corrective actions after the analysis of the KPIs.

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 **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.

Announcement Date: 11-10-2019

REFERENCE
39.2019

COMPANY
Voltalia

BUSINESS LINE
Power Sales

JOB TITLE
Business Developer

LOCATION
Oporto, Portugal

STARTING DATE
December 2019

QUALIFICATIONS:

The ideal candidate will have/ be:

- Graduate School of Engineering or Business School;
- At least 3 years of experience in the energy sector;
- Good knowledge of the economic and regulatory conditions of energy purchases and sales in European markets;
- MS Office domain;
- English Proficiency (mandatory);
- French proficiency;
- Experience in negotiation process.

Key Skills:

- Good interpersonal skills;
- Teamwork efficiency;
- Responsible and autonomous;
- Organized;
- Negotiation skills;
- Customer orientation/ Quality of service.

Your application will be reviewed by Daniela Mendes.

If you are interested in this career opportunity, please send us your CV to voltaliarecruits@vitalia.com, with the subject "39.2019 – Business Developer – Power Sales".