



O&M SALES ENGINEER

(M/F)

At Voltalia we are passionate about renewable energies. We are an international company (listed on Euronext Paris since July 2014) and we produce electricity from multiple power sources (wind, solar, hydro and biomass). Today we have a total installed capacity of 451 MW and we also provide services on behalf of third-party clients such as development, construction, maintenance and exploitation of energy production sites. With a booming growth, our group is already present in 17 countries over 4 continents and we offer to our clients a global operating capacity. Besides the group strongly contributes to the socio-economic development of the regions where it is present and cultivates partnerships profitable to all the stakeholders, at all levels.

Today Voltalia is as well strategically focused as a specialized service provider of O&M (Operation and Maintenance) services for renewable assets owned by third-party customers. After the acquisition of Martifer Solar, we became one of the most important players in the O&M industry for renewables, operating more than 1 GW (one Gigawatt) of assets, among which Solar plants, Wind farms and Hydro and Biomass plants, in 11 countries dispersed over 3 continents and now we want to expand our portfolio of contracts for third-parties to 2 GW until 2019, so if you share our ambition and our passion for renewable energies, Voltalia has a career for you!

Our **Operation & Maintenance (O&M) Business Line** is looking for an **O&M Sales Engineer**, which will have the following responsibilities:

- 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;
- Participation to the elaboration of sales strategy;
- Implement sales strategy defined aligned in accordance with the parent company directives;
- Leads analysis and market screening;
- Manage and maintain a customer global database;
- Analyze estimating data from both historical and industry databases to identify trends;

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Announcement Date: 12-01-2017

REFERENCE
07.2017

COMPANY
Voltalia

BUSINESS LINE
Operation & Maintenance

DEPARTMENT
Operation & Maintenance

JOB TITLE
O&M Sales Engineer

LOCATION
Oliveira de Frades, Portugal

STARTING DATE
February, 2017



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- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.;
- Track and manage submitted bidding opportunities and follow up process;
- Participation in the preparation of O&M contracts for renewable assets;
- Support and assist the O&M Sales Global Manager and Head of O&M in the development of new solutions;
- Actively contribute for the Development of tools and solutions related to the commercial activity of O&M, management and implementation;
- Participation in initiatives for brand promotion;
- Ensure the support to the O&M Managers in maintaining the relation with the customers of the actual portfolio and its retention as well.

QUALIFICATIONS:

The ideal candidate will have/ be:

- BSC or MSC Engineering degree, preferably Electrical;
- Highly valued the past experience in Management of Operations of service/ Field Service, either for Industrial Maintenance either for Energy generating assets;
- At least 3 years of experience in sales activities;
- At least 2 years of experience in Renewable Industry;
- Proven experience in technical sales;
- Knowledge of Renewable wind industry is a plus;
- knowledge of accounting principles and procedures;
- Experience in Service contracts negotiation and budgeting;
- Knowledge of market research, sales and negotiating principles;
- Advanced knowledge of Microsoft Office;
- Fluent in English speaking and excellent writing skills.



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Key Skills:

- Customer orientation/ Quality of service;
- Attitude and Optimistic, perseverant and resilient posture;
- Responsibility;
- Relational and empathetic;
- Patient and flexible;
- Ability to work in team;
- Leadership skills;
- High negotiation skills;
- Availability for frequent travelling within the country and abroad whenever required;
- Excellent communication/presentation skills and ability to build relationships.

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 "07.2017 – O&M Sales Engineer PT".