



O&M SALES MANAGER

(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 Manager**, 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;
- Conduct the negotiation of O&M contracts for renewable assets respecting approved term sheets and internal procedures, maximizing the generated value for the company and privileging customer retention;
- Support and assist the O&M Sales Global Manager and Head of O&M in the development of new solutions specific for the O&M Business;
- 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 maintaining the relation with the customers of the actual portfolio and its retention as well.

Voltalia is a French renewable electricity company listed on the regulated Euronext market in Paris since July 2014 and active in four energies: wind, solar, hydro and biomass. Martifer Solar is a leading global player in Development, EPC and O&M Services in the photovoltaic market.

Announcement Date: 12-01-2017

REFERENCE
05.2017

COMPANY
Voltalia

BUSINESS LINE
Operation & Maintenance

DEPARTMENT
Operation & Maintenance

JOB TITLE
O&M Sales Manager

LOCATION
Madrid, Spain

STARTING DATE
February, 2017



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QUALIFICATIONS:

The ideal candidate will have/ be:

- BSC or MSC Engineering degree;
- Highly valued the past experience in Management of Operations of service/ Field Service, either for Industrial Maintenance either for Energy generating assets;
- At least 5 years of experience in similar sales functions;
- At least 10 years of experience in Service/ O&M or related businesses;
- At least 4 years of experience in Renewable area;
- Proven experience in O&M/ Service contracts negotiation and budgeting;
- Knowledge of solar industry in the specific country/market, and namely the main stakeholders of such specific market;
- knowledge of wind industry is a plus;
- knowledge of accounting principles and procedures;
- Management experience;
- Knowledge of Microsoft Office;
- Fluent in English and native Spanish speaking and writing.

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 voltaliarecruits@voltaia.com, with the subject "05.2017 – O&M Sales Manager SP".