



SALES BID 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.

If you share our ambition and our passion for renewable energies, Voltalia has a career for you!

Our **Construction Business Line** is looking for a **Sales Bid Engineer**, which will have the following responsibilities:

- Participation in the elaboration of sales strategy;
- Put in action sales strategy aligned in accordance with the parent company directives;
- Leads analysis;
- Review of civil and electrical plans, RFP's, survey reports, among other documentation related with the technical and financial part of a project;
- Request and analysis of quotations from outsourced construction services providers (electrical, mechanical and civil);
- Preparation of budgets, tenders as well as firm EPC proposals during development/bidding process;
- Manage and maintain a project portfolio database;
- Analyze estimating data from both historical and industry databases to identify trends;
- Monitors competition by gathering current marketplace information; Manage and monitor client clarification issue and request, pre and post bid submission;
- Manage relation with suppliers and subcontractors;
- Track and manage submitted bidding opportunities and follow up process;
- Participation to the offers presentation to Customers;
- Active participation to contracts negotiation.

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: 16-01-2017

REFERENCE
02.2017

COMPANY
Voltalia

BUSINESS LINE
Construction

DEPARTMENT
Sales

JOB TITLE
Sales Bid Engineer

LOCATION
Oliveira de Frades, Portugal

STARTING DATE
February, 2017



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QUALIFICATIONS:

The ideal candidate will have/ be:

- Electrical Engineering degree;
- Knowledge of market research, sales and negotiating principles;
- Knowledge of the renewable technologies;
- Knowledge of the renewable energy sector (grid operators, manufacturers, IPP, etc.);
- Knowledge of project financing matters;
- Advanced knowledge of MS Office (MS Word, Excel and PowerPoint);
- Experience in bidding EPC projects;
- Track record in EPC offers presentation and EPC contract negotiations;
- English, French and Portuguese as working language.

Key Skills:

- Autonomous within the framework delegated;
- Capable of initiatives for offer improvement;
- Organizational and time-management skills;
- Excellent communication/ presentation skills;
- Ability to build relationships;
- Excellent writing skills.

Your application will be reviewed by Daniela Mendes.

If you are interested in this career opportunity, please send us your CV to voltaliarecruits@voltalia.com, with the subject "02.2017 –Sales Bid Engineer PT".