



SALES REPRESENTATIVE

(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 Representative**, which will have the following responsibilities:

- Participation to the elaboration of the sales strategy in his dedicated geographies;
- Put in action the sales strategy aligned in accordance with the parent company directives;
- Identify new prospects / potential Customers;
- Identify new projects in their different maturation phase;
- Manage and develop the portfolio of existing;
- Monitors competition by gathering current marketplace information;
- Be the interface between the potential customers / projects owners and back offices (bidding, COE) during the offer preparation;
- Active participation to the offers presentation to Customers;
- Participation to contracts negotiation;
- In charge of the commercial reporting for his geography;
- Remain in frequent contact with the clients under his responsibility to understand their needs.

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
03.2017

COMPANY
Voltalia

BUSINESS LINE
Construction

DEPARTMENT
Sales

JOB TITLE
Sales Representative

LOCATION
Dubai, UAE

STARTING DATE
February, 2017



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QUALIFICATIONS:

The ideal candidate will have/ be:

- Engineering or Management 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);
- 5 – 10 years of experience in sales of EPC projects;
- Knowledge of the geographic range from the industrial and renewable perspective;
- Long 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 votaliarecruits@votalia.com, with the subject "03.2017 –Sales Representative UAE".