

OPPORTUNITY  
OPPORTUNITÉ  
OPORTUNIDADE



## HUMAN RESOURCES

### SUBJECT: Communication – Announcement

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

### O&M Sales Manager (F/M)

We are looking for O&M Sales Manager in UK who will support the Global Sales Manager, implement the negotiation of new O&M contracts and will proactively contribute and implement practices for risk management and mitigation.

You will:

- Develop the activity of screening, recognition and capture of customers
- Elaborate and perform business presentations
- Conduct, prepare and elaborate budgets
- Conduct the negotiation of O&M contracts for renewable assets
- Support and assist in the development of new solutions
- 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

#### Qualifications:

- Degree in Eng, BSC or MSC or equivalent commercial experience
- Highly experienced in Operations and Maintenance sales management of energy generating assets.
- +10years of experience in similar functions in sales.
- Significant experience in high level negotiations at C level
- + 4-year experience in Renewables
- Proven experience in O&M/Service contracts negotiation and budgeting
- Thorough knowledge of accounting principles and procedures;

#### Personal skills:

- Customer orientation/ Quality of service;
- Optimistic, perseverant and resilient;
- Ability to work in teams;
- leadership skills
- High negotiation skills.

Thank you for sending your application (CV + LM) by mail to: [humanresources.intl@vitalia.com](mailto:humanresources.intl@vitalia.com) quoting the reference :

RECRUT/OMSM/UK

HR International team

● SOLAR ● WIND ● HYDRO ● BIOMASS ●

At Vitalia we are passionate about **renewable energies!** We are an electricity producer from wind, solar, hydro and biomass, and also a service provider to 3<sup>rd</sup> 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.

Do you have the energy we need ?

Announcement Date: 06/11/2019

REFERENCE  
RECRUT/OMSM/UK

COMPANY  
Vitalia

BUSINESS LINE  
O&M

JOB TITLE  
O&M Sales Manager

LOCATION  
London, UK

STARTING DATE  
ASAP