JOB DESCRIPTION

POSITION TITLE: O&M Business Development
BUSINESS UNIT: O&M
LOCATION: Madrid (availability to travel)
REPORTS TO: Head of O&M

OVERVIEW:
Leading global operator specialised in the energy transition is looking for an ambitious and energetic Business Development Manager for the O&M Unit to help us expand our services to third party asset.

RESPONSIBILITIES:
As part of the O&M Unit, this position will be accountable for the following tasks:

- Market Analysis: Mainly in the countries where FRV is already providing PV O&M services (Spain, Mexico, Jordan and Uruguay).
- Customers: Conduct research to identify new markets and customer needs. Segmentation and opportunity targeting.
- O&M Benchmarking: analysis of competence.
- Value Proposal: Review the O&M strategy defined by FRV and deploy commercial actions.
- Opportunities and Risks Analysis: Evaluate the SWOT of the value and strategy proposal.
- Branding: to generate with external advisors the new branding for O&M services, in addition to all the templates and presentations. Media agency engagement, brochure and presentations issuing. Web and social media impact definition. Commercial campaign definition.
- Action Plan: to deploy a business development plan and launch the commercial activities. Manage the relationship with potential customers: Arrange business meetings, presentations, detect RFI or RFQ processes. Keep record of all the commercial actions. Follow-up of customers and build long-term relationships with them. Create if needed a CRM.
- Management of Offers and quotations in coordination with the Head of O&M: including offers, documents and presentations and deliverables Management of the execution of O&M contracts: Contract definition, negotiation and management of signature process.
- Fairs and events: Sponsoring and attendance definition.
- Reporting: Internal reporting to Head of O&M, Managing Director and COO.

QUALIFICATION AND EXPERTISE:

- Bachelor’s degree Electrical Engineering or relevant field.
- PV O&M market knowledge of at least 3 years.
- +3 years of proven working experience as a business development manager, sales executive or a relevant role. Experience in customer support is a plus.
- Experience in MS Office and CRM software.
• Proficiency in English

**SOFT SKILLS:**
• Commercial and negotiation skills.
• Acting for Change and Innovation.
• Time management and planning.
• Team spirit

**IMPORTANT!** FRV encourages applications from minorities, women, the disabled, and all other qualified applicants.