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## **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, and 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



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- 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.