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JOB DESCRIPTION

POSITION TITLE:	BESS Business Development Latam
BUSINESS UNIT:	FRV-X Mexico
LOCATION:	Mexico City
REPORTS TO:	FRV-X Mexico

OVERVIEW:

Leading global operator specialised in the energy transition is looking for an ambitious and energetic BTM BESS Business Development for our FRV-X unit to help us expand our business.

RESPONSIBILITIES:

As a part of the de FRV-X team in Mexico this position will be accountable for the following tasks:

- Identify, negotiate and close commercial opportunities for battery storage projects in Mexico.
- Conduct research to identify new markets and customer needs. Segmentation and opportunity targeting.
- Value Proposal: Review the BTM BESS strategy already deploy commercial actions.
- Opportunities and Risks Analysis: Evaluate the SWOT of the value and strategy proposal.
- 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..
- Management of Offers and quotations including offers, documents and presentations and deliverables Management of the execution of the contracts: Contract definition, negotiation and management of signature process.
- Savings modeling, technical selection and financial modeling of optimal projects to be implemented.
- Management of contracts with clients for the provision of energy saving services.
- Interaction and coordination with all project stakeholders and administrative, legal, compliance, risk assessment and risk management areas previous to opportunity closing
- Fairs and events: Sponsoring and attendance

QUALIFICATION AND EXPERTISE:

- Bachelor's degree Electrical Engineering or relevant field.
- +3 years of proven working experience as a business development manager, sales executive or a relevant role in the energy sector .



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- 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

FRV is an equal-opportunity employer. At FRV we celebrate diversity and are committed to creating an inclusive environment for all employees. The decision to hire or discharge in this process will be based on skills and competences alignment to the role's requirements.