# **JOB DESCRIPTION**

# **POSITION TITLE:** O&M Business Development EMEA and LATAM

# **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 to help us to drive the growth of our O&M services for third-party assets under our **megaom** brand.

Our current key markets include Spain, Mexico, Uruguay, and Jordan, with strong plans to expand across additional countries in EMEA and LATAM in the coming years.

# **RESPONSIBILITIES:**

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

* **Market Analysis:** Analysis of the O&M sector for PV, BESS and Hybrid plants mainly in the countries where FRV is already providing PV O&M services (Spain, Mexico, Jordan and Uruguay).
* **Customer prospection:** Conduct research to identify key customer contacts, existing assets in each country, and potential O&M or service needs. Perform market segmentation and opportunity targeting. Maintain continuous follow-up with potential clients to detect upcoming RFQs/RFPs and ensure megaom is considered as a qualified bidder.
* **O&M Benchmarking:** conduct competitive analysis of O&M service providers in each target country
* **Value Proposal:** Review the FRV and megaom O&M strategy to adjust and deploy the commercial actions to be taken.
* **Opportunities and Risks Analysis:** Evaluate any commercial opportunity before being shared internally. Prepare a risk analisis of every contract delivered by customers at any commercial opportunity (RFQ/RFP).
* **Branding and Social Media:** maintain and strengthen the existing megaom brand identity across all channels. Create content and customer presentations using megaom’s formats and templates. Define and support commercial campaigns to enhance brand visibility and engagement.
* **Action Plan:** to deploy a business development plan and launch the commercial activities.
* **Manage the relationship with potential custumers:** Arrange business meetings, presentations, detect RFQ or RFP processes. Keep record of all the commercial actions in FRV’s CRM. Follow-up of customers and build long-term relationships with them.
* **Management of Offers and quotations** in coordination with the Head of O&M and and Project Manager EMEA & LATAM, including offers, documents and presentations and deliverables
* **Management and revision of O&M contracts:** Contract definition, negotiation and management of signature process.
* **Fairs and events:** select strategic events and trade fairs for megaom to attend, with or without a booth, based on business impact and visibility.
* **Reporting:** track, analyze, and report on all commercial activities, including pipeline development, client interactions, and market opportunities on a regular basis.
* **Onboarding of projects:** to accompany the customer and O&M team in the whole process from the RFQ/RFP to the commencement of the O&M services once awarded.

**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

FRV/megaom is an equal-opportunity employer. At FRV/megaom 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.