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JOB DESCRIPTION

POSITION TITLE:	Origination & PPA
BUSINESS UNIT:	Origination and PPAs
LOCATION:	Madrid
REPORTS TO:	Managing Director Origination and PPAs

OVERVIEW:

We are a global operator committed to be at the forefront of the global energy transition. In our mission to lead the transformation of the energy market, we are currently looking for an Origination & PPAs to support our Origination & PPAs Department.

RESPONSIBILITIES:

This position will be responsible for defining and executing the PPA origination strategy and commercial plan, with a particular focus on renewable energy solutions for data centers and other high-load consumers.

- Define and execute the PPA origination strategy and commercial plan across relevant markets.
- Originate and negotiate physical, virtual, sleeved, baseload, pay-as-produced, pay-as-consumed and other PPA structures.
- Develop tailored energy supply solutions for data centers and other high-load consumers.
- Manage relationships with generators, utilities, retailers, corporates, data centers, investors and other market participants.
- Maintain accurate opportunity pipelines and stakeholder information through the company's CRM.
- Lead commercial assessments, including pricing, profitability and risk analysis.
- Prepare commercial proposals, term sheets and materials for internal approval.
- Coordinate closely with the Development Area and Country Heads to align origination activities with the company's asset and market strategy.
- Work cross-functionally with legal, finance, risk, trading, technical, development and investment teams.
- Support the assessment of storage and flexibility opportunities, including BESS-related contractual and commercial structures.
- Contribute to the expansion of the business in the energy markets where FRV operates.

QUALIFICATION AND EXPERTISE:

- University degree in Physics, Mathematics, Engineering, Economics or a related discipline.
- At least 8 years of experience in the energy sector, preferably in PPA origination, renewables, energy commercialisation, utilities or infrastructure.
- Proven experience structuring and negotiating PPAs.



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- Experience with large corporate or industrial customers; experience with data center PPAs is highly desirable.
- Strong modelling capabilities and financial acumen.
- Good understanding of energy markets, commercial risk and financial hedging.
- Knowledge of BESS and flexibility business models.
- Experience using CRM systems and managing commercial pipelines.
- Experience working in digital environments or digital infrastructure is a plus.
- Excellent English communication skills and willingness to travel internationally.

REQUIRED MARKET KNOWLEDGE:

- Strong knowledge of European electricity markets, regulation, market design and price formation.
- Knowledge of financial hedging instruments, including forwards, swaps, caps and collars.
- Good understanding of energy trading concepts, market exposure and position management.
- Knowledge of green certificates and environmental attributes, including Guarantees of Origin, RECs and I-RECs.
- Understanding of renewable capture prices, shaping, balancing and imbalance risk.
- Knowledge of Battery Energy Storage Systems (BESS), including BESS FPA structures.
- Familiarity with the energy markets in which FRV operates.

Knowledge of trading and green certificates is required to support PPA pricing, structuring and risk assessment. The role is not primarily responsible for closing trading or certificate transactions.

SOFT SKILLS:

- Strong negotiation and stakeholder-management skills.
- Commercial judgement and results orientation.
- Analytical and strategic thinking.
- Ability to manage complex transactions across multiple markets.
- Autonomy, sound judgement and effective cross-functional collaboration.

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.