



A top environmental commodities trading firm is looking for an

SALES LEADER PPA – SPAIN

Position based in Madrid, Spain

**JOIN A COMPANY WHERE YOU CAN MAKE A DIFFERENCE
AND DO SOMETHING ABOUT THE ENVIRONMENT!**

REQUIREMENTS

- Demonstrated experience in any of the following areas:
 - PPA negotiation (seller side)
 - Power procurement (buyer side)
 - Operation in wholesale power markets
 - Financial structuring of utility scale solar/wind projects (equity investor side)
- Your background may or may not show previous sales experience; however, willingness to engage successfully in this field is essential to the position
- Position requires initiative and refined skills for unstructured problem-solving
- Excellent communication skills, written and spoken, in English and another European language –preferably Spanish
- Bachelor degree in a relevant field

ABOUT VERTIS

- A company where you can make a difference and what you do matters
- One of the first emissions trading companies in the world
- Established more than 15 years ago to “do something about” the environment
- With an international team of young professionals
- With over 1,000 clients worldwide
- Working on a market worth 100 billion euros a year

RESPONSIBILITIES

- End-to-end management of commercial leads among large industrial/commercial consumers: assist them in concluding power purchase agreements (PPA) with power generators
- End-to-end management of commercial leads among equity funds: offer them investment opportunities in solar/wind projects
- Increase the breadth and depth of client engagements by positioning yourself and VEF as a trusted advisor
- Lead client presentations, meetings and discussions, interfacing with VEF to assess progress & value delivered
- Maintain a database on published PPA deals and monitor trends in the market
- Travel about 1/3 of the time, both national & international (Europe)



BENEFITS

- Competitive base salary and attractive bonus system
- Chance to become an expert of the CO₂ market through outstanding trainings in emissions trading, the energy sector and sales
- Stimulating, high-calibre, international work environment with good technology
- A well-equipped, exclusive office located in one of the most developed areas of Buda
- Long-term position with travel opportunities

To apply, please send your CV and a meaningful cover note in English to jobs@vertis.com. Please reference the job for which you are applying. For more information on Vertis Environmental Finance, please visit vertis.com.