

Job Opportunity: Commodities Business Developer

Evolution Energie (www.evolutionenergie.com) provides energy management solutions to businesses and utility intensive organizations that want to reduce energy expenditures, improve risk management and implement sustainability/carbon reduction programs.

We are looking to hire an experienced business developer to assist the implementation and growth of our financial & physical commodity software.

The company is headquartered in the Paris area.

Responsibilities

- Develop knowledge of local market conditions and suppliers, monitor markets and regulation.
- Gain understanding of our customers' energy management processes.
- Develop strategies and negotiate energy agreements for existing and new customers.
- Evaluate and mitigate energy risks for our customers (indexation, financial commitment, procurement process, balancing...).
- Optimize energy costs for our customers (choice of appropriate tariff and flexibility conditions, management of interruptible rates, choice of supplier...).
- Work with *Evolution Energie* teams to help identify and develop relationships with European energy intensive organizations.
- Serve as 'Product Specialist' for our products, including leading dialogue with industrial customers over course of sales cycle.
- Identify new business opportunities and think creatively in this capacity.

Skills required

- Broad knowledge of the various commodity asset classes and their markets.
- Strong communication skills and ability to lead dialogue with potential customers at senior levels.
- Free-thinking, innovative and adaptable attitude toward solutions.
- Autonomy in pricing basic structures and in making some variations on already setup pricers.
- Excellent verbal and written communication skills.
- Ability to travel as needed.

Contact

If you think that you are the right candidate for this job, please apply by emailing your cover letter and resume to rh@evolutionenergie.com