

Photon Energy Group is a group of companies with a shared mission: making clean energy, clean water and clean environments accessible to everyone.

Photon Energy provides comprehensive solutions that support the generation of clean energy and the integration of renewables into the electrical grid. **Photon Water** offers water treatment and management solutions, and **Photon Remediation** deploys advanced technology to remove contamination from all environments.

A publicly traded company operating in over 15 countries across two continents, we combine a global outlook with localised expertise.

Since our founding in 2008, we've expanded to a team of more than 400 employees around the world. And we're committed to fostering a culture of shared values and sense of purpose as we continue to grow.

For more information, please visit photonenergy.com.

Energy & Flexibility Market Account Manager

We are expanding our sales team in Poland and are seeking an experienced **Energy & Flexibility Market Account Manager** to focus on building long-term relationships with power generators by helping them to maximise value from their assets.

If you have experience in **origination** products and/or battery optimisation and enjoy developing client portfolios, we would love to discuss this opportunity with you in more detail.

Key Responsibilities

- ▶ Implementing and executing sales strategies for our product portfolio
- ▶ Establishing strong partnerships with power generators and building lasting relationships with clients
- ▶ Identifying market opportunities
- ▶ Developing tailored offers and services for energy product trading and flexibility such as RES offtake, ancillary services and the optimisation of BESS and hybrid installations
- ▶ Negotiating sales contracts with business clients
- ▶ Upholding Photon Energy's high sales standards
- ▶ Close collaboration with Head of Sales and the Origination & Trading team
- ▶ Regular reporting of sales results in line with internal company regulations

Qualifications and Experience

- ▶ At least 3 years of experience working with energy generators

- ▶ Minimum of 5 years of experience in energy market sales position
- ▶ Experience with structuring offtake contracts and/or battery sizing and optimisation is an advantage
- ▶ Communicative level of English (internal communication and negotiation with clients/partners) and excellent Polish language skills
- ▶ Strategic thinking and the ability to identify and seize market opportunities
- ▶ Driven and results-orientated, with a passion for negotiation and relationship-building

Our Offer

- ▶ Full-time cooperation based on a B2B contract with the possibility of an immediate start
- ▶ An interesting job at a fast-growing global organisation in the promising fields of renewable energy and clean water technology
- ▶ Remuneration reflective of individual experience and skills
- ▶ 26 days off
- ▶ MEDICOVER medical package
- ▶ Medcover SPORT allowance (30 PLN, rest is paid by employee based on chosen package)
- ▶ UNUM group insurance
- ▶ English courses and professional trainings
- ▶ Teambuilding and company events

If you are interested in the position and fulfil the above requirements, please apply online or send your CV to careers@photonenergy.com.

Working location:	Poznan, Poland
Type of employment:	B2B Contract
Type of contract:	Full time
Required languages:	English (fluent), Polish (native speaker)