

Originator & Business Developer UK Market

Name: Nvalue

Sector: Energy and Environmental Markets

E-mail: jobs@nvalue.ch

Location: Amsterdam – The Netherlands

Company Description

Join the energy transition with us!

Nvalue group is a leading company in the European renewable energy market with offices in Bulgaria, Switzerland, Italy and the Netherlands. We are a young and dynamic team of professionals entirely dedicated to promoting solutions for renewable energy consumption, energy saving and the abatement of greenhouse gas emissions.

Open Position

Originator & Business Developer UK Market

Job Description

To reinforce our team we are looking for an Originator & Business Developer UK Market. The person will be responsible for originating and leading the execution of new structured positions with counterparties in the UK market, looking at long and short term opportunities to grow Nvalue's portfolio in the region as well as expanding untapped business opportunities by establishing and developing relationships with customers and other partners.

Key Responsibilities

- Develop a healthy deal funnel in the regional and focus on efficient deal execution.
- Identify business opportunities in the renewable energy and climate commodities markets.
- Acquire new business leads and develop the Company's market presence in the region.
- Ensure alignment with management and Trading desks on deal funnel focus and help develop a strategic view for the growth of the regional portfolio.
- Lead negotiations with external counterparties, maintain and develop close relationships.
- Able and daring to take risk and ability to explain the risks taken to the Head of Trading
- Coordinates the opportunities/challenges since early-stage development with analysis and solutions identification.
- Participates in the partners' due diligence, selection and parties' contract framework.
- Follow the country regulation toward renewables and Innovation.

Desired Skills and Expertise:

- Experience in business development / origination ideally in UK Market.
- Commercial acumen backed by in-depth industry knowledge.
- Relevant experience in REGOs, RGGOs, RTFCs markets.
- Proven track record of commercial deal making from deal identification through to delivery.

- Has a network of contacts within the UK EACs market and the ability to grow that further.
- Excellent interpersonal skills with proven ability to manage a wide range of different relationships at all levels, including government and external senior management.
- Ability to understand, structure and explain highly complex deal structures / strong understanding of trading value drivers and ability to challenge.
- Good understanding of and ability to explain relevant reporting standards, such as RE100, CDP etc.
- Project management skills and entrepreneurial mindset.
- Excellent English skills are a must, native speakers preferred.
- Problem solving attitude.