

Sales Trader Eastern Europe

Name: Nvalue BV

Sector: Energy and Environmental Markets

E-mail: jobs@nvalue.ch

Address: 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

Sales Trader Eastern Europe – Full time job

Job Description

To reinforce our team we are looking for a Sales Trader Eastern Europe. The Sales Trader will play an important role in driving the business forward. In this highly competitive market, you'll constantly engage with prospective clients to fully grasp their needs and apply strategic thinking to tailor-made solutions that cater to these requirements. By working strategically to offer clients sustainable solutions, you genuinely help them move forward towards a greener future.

Key Responsibilities

- Develop an extensive knowledge and network in Eastern European green energy markets with energy distribution companies, industrials, and corporates.
- Develop and expand our portfolio within the Eastern European market.
- Through business development identify and follow up on new leads.
- Proposing new deal structures and transactions complying with the market's requirements.
- Conducting research into the Eastern European environmental commodities market to keep customers up to date.
- Acting as a trusted advisor to new and existing clients.
- Building strong connections with key counterparties.
- Being an expert in timing the market to get the best results by acting as a single point of contact for your customers.
- Conducting due diligence and investment research on relevant trading strategies.
- Contributing to the development of products and company portfolio.
- Building your network through participation in business events, fairs, conferences, and other occasions.

Desired Skills and Expertise

- Previous experience as a trader would be a great asset.
- Exposure to the environmental commodities market or renewable energy is advantageous.
- Master's degree
- Fluent in Polish, and/or Greek, and/or Romanian, and/or Serbian, and/or Bulgarian and English.
- Eager, energetic, curious, and proactive attitude
- Commercial and entrepreneurial attitude.
- Analytical and strategic thinking.