

International Energy Procurement Client Manager

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Company: The Green Recruitment Company

Location: United Kingdom

Category: architecture-and-engineering

The International Energy Procurement Client Manager will interact with large international clients and deal with the price volatility in energy markets. You will be their guide and assist them in putting together a good purchasing and renewable strategy and negotiating energy contracts. You will manage your client portfolio and interact regularly with clients' C-level management on all items regarding energy procurement, convincing and advising them on how to organize their energy procurement process.

Company Overview:

The Green Recruitment Company are delighted to be partnered with a leading forward-thinking Energy Consultancy at the forefront of revolutionising the energy sector. Our client specialises in providing expert consulting services, including energy procurement strategies, new energy data management systems and contract negotiations to a diverse network of businesses.

Key Responsibilities:

Market analysis:

In addition, stay updated with all aspects influencing energy prices.

Summarize the information and contribute to the exchange of knowledge with your colleagues.

Furthermore, share your expertise with the wider world in presentations, blogs and tweets.

Risk management. Based on fundamental market analysis and a client's strategic profile, you

will proactively advise clients to hedge or un-hedge positions.

Sustainability and green energy buying. You will find the best sustainable solutions (solar, wind, cogeneration...) and support your clients in the negotiation of those contracts.

Additionally, in projects, you will investigate the possibilities of renewable power purchase agreements for your clients.

Lastly, analyse energy contract proposals, edit comparative spreadsheets, share the results of your analysis with clients and lead the negotiation process.

Your Profile:

Analytical & synthetic: you will be working with a wealth of data to be analysed and synthesized for clients and colleagues

Communication: persuasive and confident to gain clients' trust and convince them to follow your advice. You will need to be attentive and captivating when presenting advice and knowledge

Solid experience in a consultancy or account management role, preferably in the energy sector or a service environment

Ability to attend short business trips in Europe for client meetings and team events

Furthermore, experience in the energy market is a definite advantage

Bachelor's or master's degree in finance, energy, business management or similar

Lastly, proficient in MS Office, especially in Excel and PowerPoint

In conclusion, be part of an organisation to drive the renewable energy revolution and contribute to a sustainable future.

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