

part of eex group



We are hiring

Business Developer Permanent contract

Powernext SAS, incorporated in 2001, is a regulated market operating under AMF supervision. Powernext manages the natural gas activities of the EEX Group under the PEGAS brand throughout Europe, and operates the National Registry for electricity guarantees of origin in France.

Powernext SAS is an equal opportunity employer and will take all qualified candidates into consideration.
<http://www.powernext.com>

With a strong foundation in place, Powernext is looking to continue its development in both gas trading and services. To support this growth, **we are seeking a business developer to prepare the next growth phase of Powernext.**

- The business developer will be part of the Growth Initiatives team within the Strategy and Business Development department. The Growth Initiatives team is analysing new growth opportunities for Powernext and also supporting existing activities of the company with high growth potential.
- The business developer will be especially in charge of studying new markets, potential services or partnerships, suggesting business opportunities and new business models.
- He/she needs to show a strong interest in energy, financial markets and/or IT technologies. He/she should have entrepreneurial skills that will help identifying key opportunities and turning them into successful business cases. In constant interactions with existing or potential business partners, the business developer needs to have excellent oral and written communication skills.

Your missions

- **Perform market opportunity analysis:** perform studies in specific fields (internal research and key partners/clients interviews) and provide synthetic and structured reports on the study.
- **Identify key opportunities:** together with the head of the team, taking into account the company's strengths, suggest development projects in the new fields studied.
- Drive the launch of new markets / services: give clear business requirements to the project team and sales team that would implement and develop the new markets/services.
- **Help developing existing markets / services with growth potential:** monitor the development of these activities (like the gas derivatives markets, the guarantees of origin registry or the energy savings registry), share the expertise gained in these markets, imagine enhancement of the offering to support the growth and accompany the other Powernext teams in their work.

Your profile

- Global reasoning and synthesis skills
- Excellent communication skills (oral and writing)
- Curiosity
- Creativity
- Ability to work independently
- Entrepreneurial skills, interest in business development
- Interest in energy, finance, economics, exchange industry as well as IT services and technology.

Your language skills

- English and French are compulsory. German or another language would be a plus.
- Excellent writing and presentation skills and advanced experience of Microsoft office applications.

Your education and experience

- Education: master degree level from engineering, business school or University in energy, finance, economics or business;
- Experience: 0-3 years of experience in the energy sector. Experience in business development is valuable.
- An experience with a management consulting firm in the energy industry will be a plus.

Remuneration

- According to profile and experience
- Position based in Paris and available immediately

Contact us

Please send your curriculum vitae to **job@powernext.com** (reference "Business developer")