Originator (Renewables & Flexibility Markets)

MVM ONEnergy Zrt.

Work place	Contract	Category	Working time
Budapest XIII. kerület, Váci út 144-150.	**Permanent employment**	**Sales, Trade**	**Full time work**

A key role in building and expanding MVM ONEnergy's cross-border renewable energy and flexibility origination business across Central and South-Eastern Europe.
Direct exposure to wholesale power markets, renewable energy trading, structured products, PPAs, battery energy storage (BESS) and flexibility solutions.
A high degree of professional autonomy, with direct involvement in strategic commercial decisions, market entry initiatives and business development projects.
An internationally oriented working environment offering opportunities to expand market expertise, build strategic partnerships and make a tangible impact on business results.

Tasks

- Identifying and developing business opportunities related to renewable generation (RES), battery energy storage systems (BESS), flexibility services and co-location projects
- Building relationships with RES and BESS developers, investors, IPPs and optimization service providers across the CEE and Balkan regions
- Supporting the commercialization of energy storage assets through tolling, optimization and route-to-market structures
- Initiating and leading commercial negotiations with market participants, with the objective of structuring and concluding long-term PPA agreements
- Originating opportunities from cold outreach, industry networking and direct market engagement
- Developing commercial pipelines and managing opportunities from lead generation through contract signature
- Identifying consumer demand for renewable energy and actively developing tailored commercial solutions to meet customer requirements
- Taking an active role in shaping and executing the company's international business development and trading strategy
- Working closely with internal legal, risk management, trading and other supporting functions to ensure the successful execution of commercial transactions and the continuous improvement of related processes.

What we expect

- Bachelor's or Master's degree in Engineering, Economics, Law or a related field
- Fluent English with strong negotiation skills, both written and spoken
- Solid commercial understanding of renewable energy markets and PPA structures
- At least 3-5 years of relevant professional experience in energy trading, business development, origination or a related commercial field
- Advanced MS Office skills
- Proven negotiation, communication and relationship-building skills
- Strong commercial awareness and the ability to identify, develop and convert business opportunities into tangible results
- Proactive, entrepreneurial and results-oriented mindset

What we offer

- A competitive salary package reflecting your professional experience and qualifications
- Performance-based annual bonus and 13th-month salary.
- A comprehensive benefits package, including cafeteria benefits, private health insurance, voluntary pension fund and health fund contributions, as well as accident insurance
- A modern, high-quality working environment with excellent office infrastructure.

- Ability to work independently, take ownership and operate effectively in an international business environment.

The following qualifications are deemed as advantage

- Negotiation-level proficiency in Polish, Romanian, Bulgarian or Serbian
- In-depth knowledge of the CEE and Balkan electricity and renewable energy markets
- Established business relationships with renewable energy producers, aggregators, consumers or other relevant market participants in the target countries
- Previous experience in front-office energy trading, PPA origination or international business development
- Strong preference will be given to candidates with an existing network among renewable developers, IPPs, utilities, traders, aggregators or industrial offtakers in the CEE region.

Jelentkezés

https://mvm.karrierportal.hu/allashirdetes-jelentkezes/11515