

## Be part of the energy transition!

If you think that organizing a modern power production needs different kind of thinking, than we already have a lot in common. We operate one of the largest Virtual Power Plants (VPP) in Europe and are actively working on the power landscape of the future.

For our subsidiary Italy (Milan/Rome) we are looking for a

### Business Developer (f/m)

#### These will be your responsibilities

- Business and Customer Development for the Italian MSD and flexibility markets
- Development of strategic partners and clients for our “VPP as a service” software
- Management of pilot projects with our German engineering and sales teams as well as with our Italian clients
- Development and execution of growth strategies in Italy together with the Cologne based management

#### You should be good at this

- Degree in business or engineering (MA, MBA, MBAE, MSc, MBE, M.Eng)
- Experience in business development of complex B2B products
- Ideally knowledge of the renewables industry
- Entrepreneurial mindset as well as proactive and outcome oriented approach
- Full professional proficiency in Italian as well as English or German
- Professional knowledge of MS Office and CRM systems
- Flexibility for business trips

#### What is in it for you?

We operate one of the largest Virtual Power Plants in Europe with an already established Italian subsidiary and the ambition to grow further. We are flexible in regards to your location – Milan, Rome – it’s up to you, from where you’ll be working. We offer an open-minded team with flat hierarchies and plenty of possibilities for you to shape the development of the Italian subsidiary. The job also includes a company car (also for private use), laptop and smartphone.

If you feel, we are talking about you here, then don’t hesitate to contact us via email at [bewerbung@next-kraftwerke.de](mailto:bewerbung@next-kraftwerke.de). Please use „Your surname – Business Development Italy“ as a subject and include your salary and when you’ll be available. We will handle your application with discretion.