

15 July
Ljubljana

Head of Business Development for the Italian market

Resalta is one of the leading independent companies in the field of energy services and the development of renewable energy in SE Europe. Our mission is to provide innovative, technologically advanced and reliable energy solutions that improve energy efficiency, environmental footprints and business competitiveness of our clients. Due to the expansion of our business to Italy, we are looking for a dynamic, proactive and driven person to join our team to lead the development of the new market.

Responsibilities

- Development of new market and leads.
- Development of trust relationships with new and existing clients.
- Responsible for the achievement of the sales plans for Italy.
- Market research for Italy.
- Responsible for identifying and developing new business opportunities
- Management of the whole business development cycle: managing and evaluating leads, initial meetings, proposal preparation, pricing strategies and presentations to customers, meetings, progress tracking and negotiations.
- Reporting and preparation of materials for management, clients and marketing purposes.

Resalta, družba za izvajanje energetskih storitev, d.o.o.

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Requirements

- Proficiency in Italian and English, knowledge of Slovene language is an advantage.
- Knowledge in the field of energy efficiency, energy systems
- 3 years of experience in the sectors of energy supply, energy performance contracting, energy systems manufacturers or suppliers (or similar).
- Sales skills and strong written and verbal communication skills.
- Ability to communicate with all levels of management.
- Proactiveness and strong negotiation skills.
- Drivers licence and flexibility to travel across Resalta Group countries of operation.



Your opportunity

- Your role will be important in the development of projects in the Italian market.
- You will become part of an experienced and dynamic team that strives to achieve excellent professional and business results.
- You will have the opportunity for personal and professional development and independent work, in which you will be able to realize your potential.
- A favourable financial package and long-term cooperation.