

Photon Energy Group is a group of companies with a shared mission: making clean energy, clean water and clean environments accessible to everyone.

**Photon Energy** provides comprehensive solutions that support the generation of clean energy and the integration of renewables into the electrical grid. **Photon Water** offers water treatment and management solutions, and **Photon Remediation** deploys advanced technology to remove contamination from all environments.

A publicly traded company operating in over 15 countries across two continents, we combine a global outlook with localised expertise.

Since our founding in 2008, we've expanded to a team of more than 400 employees around the world. And we're committed to fostering a culture of shared values and sense of purpose as we continue to grow.

For more information, please visit [photonenergy.com](https://photonenergy.com).

## Energy & Flexibility Market Account Manager

We are expanding our sales team in Poland and are seeking an experienced **Energy & Flexibility Market Account Manager** to focus on building long-term relationships with power generators by helping them to maximise value from their assets.

If you have experience in **origination** products and/or battery optimisation and enjoy developing client portfolios, we would love to discuss this opportunity with you in more detail.

### Key Responsibilities

- ▶ Implementing and executing sales strategies for our product portfolio
- ▶ Establishing strong partnerships with power generators and building lasting relationships with clients
- ▶ Identifying market opportunities
- ▶ Developing tailored offers and services for energy product trading and flexibility such as RES offtake, ancillary services and the optimisation of BESS and hybrid installations
- ▶ Negotiating sales contracts with business clients
- ▶ Upholding Photon Energy's high sales standards
- ▶ Close collaboration with Head of Sales and the Origination & Trading team
- ▶ Regular reporting of sales results in line with internal company regulations

### Qualifications and Experience

- ▶ At least 3 years of experience working with energy generators

- ▶ Minimum of 5 years of experience in energy market sales position
- ▶ Experience with structuring offtake contracts and/or battery sizing and optimisation is an advantage
- ▶ Communicative level of English (internal communication and negotiation with clients/partners) and excellent Polish language skills
- ▶ Strategic thinking and the ability to identify and seize market opportunities
- ▶ Driven and results-orientated, with a passion for negotiation and relationship-building

## **Our Offer**

- ▶ Full-time cooperation based on a B2B contract with the possibility of an immediate start
- ▶ An interesting job at a fast-growing global organisation in the promising fields of renewable energy and clean water technology
- ▶ Remuneration reflective of individual experience and skills
- ▶ 26 days off
- ▶ MEDICOVER medical package
- ▶ Medcover SPORT allowance (30 PLN, rest is paid by employee based on chosen package)
- ▶ UNUM group insurance
- ▶ English courses and professional trainings
- ▶ Teambuilding and company events

If you are interested in the position and fulfil the above requirements, please apply online or send your CV to [careers@photonenergy.com](mailto:careers@photonenergy.com).

<b>Working location:</b>	Poznan, Poland
<b>Type of employment:</b>	B2B Contract
<b>Type of contract:</b>	Full time
<b>Required languages:</b>	English (fluent), Polish (native speaker)