

**Photon Energy Group** delivers solar energy and clean water solutions worldwide. Working in the renewable energy arena for 15 years, we continue to expand and are adding new business lines, markets and positions to our team.

We are a team of over 300 employees worldwide, spread across offices in Prague, Sydney, Warsaw, Budapest, Bucharest, Lodz, Amsterdam, etc. Not only do we believe in the potential of clean energy solutions, but we also live by these principles at work and in our employee community. As a public company, Photon Energy Group is transparent in its regular reports to the stock market and open to new suggestions from both employees and investors.

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

## Key Account Advisor, Energy Trading

### About Lerta

Part of Photon Energy Group, Lerta is a licenced energy trader and a dynamically growing enertech company operating in Central and Eastern Europe. We enable energy generators and consumers to benefit from the green transition by maximising their profits and savings. We achieve this by efficiently managing the aggregated resources of our Virtual Power Plant (VPP) system on several markets simultaneously. Visit [lerta.energy](http://lerta.energy) to learn more.

We are currently looking for a professional to join our team as key account advisor in the renewable energy sector, based in Prague.

### Key Responsibilities

- ▶ Building and maintaining client portfolio, mainly RES generators (also customers as a later step)
- ▶ Negotiating commercial contracts to acquire new clients
- ▶ Creating products and services tailored to clients' needs
- ▶ Ensuring that contract terms and conditions meet Lerta's commercial, operational and risk-mitigation requirements
- ▶ Implementation of the strategy and sales plans for energy products offered by Lerta
- ▶ Collaboration with the trading team
- ▶ Reporting sales results in accordance with Lerta's internal regulations
- ▶ Ensuring high sales standards for the products offered by Lerta

### Qualifications and Experience

#### Essential:

- ▶ At least 2 years of experience in the Czech energy market

- ▶ Knowledge of the Czech balancing market is crucial
- ▶ Knowledge of support schemes such as feed-in tariffs or other policy mechanisms designed to accelerate investment in renewable energy technologies existing in the Czech market
- ▶ Open minded, self-motivated and self-directed approach
- ▶ Fluent in Czech and English
- ▶ Ability to succeed working as a part of a diversified team

**Desirable:**

- ▶ Good relationships with power market members (e.g. OTE or potential clients)
- ▶ Knowledge of ancillary services for the balancing market
- ▶ Understanding of the PPA market

**Our Offer**

- ▶ Full-time employment with the possibility of an immediate start
- ▶ An interesting job at a fast-growing global organisation in the promising field of renewable energy
- ▶ Remuneration according to experience and skills
- ▶ Personal and professional development courses
- ▶ Five weeks of paid holiday
- ▶ Three sick days and one CSR day
- ▶ Laptop and mobile phone
- ▶ MultiSport card: discounted access to leisure and sport facilities in the Czech Republic
- ▶ Refreshments in the office
- ▶ Meal card with a contribution from the employer
- ▶ Participation in an Employee Share Purchase Program after the first year of employment (company shares to a personal brokerage account as a bonus to your monthly salary)
- ▶ Modern offices in Karlín (10 minutes from Florenc metro station on foot) with a relaxation area and indoor terrace

If you are interested in the position and fulfil the above requirements, please send your CV in English or Czech with a recent photograph to [careers@photonenergy.com](mailto:careers@photonenergy.com).

**Working location:** Karolinská 661/4, 186 00 Prague 8 (Karlín, Amazon Court)

**Type of employment:** Full-time

**Length of contract:** Indefinite

<b>Required education:</b>	High school or university degree
<b>Required languages:</b>	Fluent Czech and strong level of English (min. B2)
<b>Benefits:</b>	5 weeks of holidays, 3 sick days, 1 CSR day, laptop, mobile phone, Edenred card, MultiSport plan – contribution to sport, cultural and leisure activities