



# CLEANWATTS IS RECRUITING!

Cleanwatts is looking for a **Tendering Specialist**. Are you the one?

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Cleanwatts is a cleantech company on a Mission to simplify, amplify and accelerate energy decarbonization for businesses and communities around the world. Our clients call upon us to improve their energy efficiency performance and to increase their access to affordable clean energy. We believe everyone should be involved in addressing the energy transition challenge effectively and democratically. Our solutions are designed to broadly distribute the benefits of smart and locally sourced renewable energy.

Building on the company's successful track record of delivering energy efficiency services through a proprietary suite of advanced energy management platforms, Cleanwatts is now providing affordable clean energy by originating and managing Renewable Energy Communities with no initial investment required by participants for the infrastructure and technology. In short, Cleanwatts brings together smart technology, human expertise, and financial capital to deliver zero capex solutions, where clean energy as a service is offered to households and enterprises in local ecosystems such as business parks, industrial parks, transport hubs and shopping districts.

Cleanwatts is seeking a Tendering Specialist that share the passion for a sustainable world and has strong knowledge about Energy Efficiency solutions. If you want to lead the commercialization and deployment of novel technology solutions addressing climate change and want to experience working in the fields of Energy Transition, Energy Flexibility, Energy Communities, Energy Markets, VPP, DSM, Demand Response and Smart Grids this opportunity is for you.

**If you are motivated by Our Mission and if you have the talent Cleanwatts is looking for this position, please send us a Motivation Letter and CV with the reference TE\_2022 to: [careers@cleanwatts.energy](mailto:careers@cleanwatts.energy)**

### **Key Responsibilities:**

- Studies, analyses and evaluates tender documents from a business and technical point of view in order to identify key differentiation and risk factors;
- Clarification of bid conditions and management of the tender preparation;
- Contribution in cost and price calculations;
- Coordination of tender reviews and deadlines and adjust them to the frameworks given by the customers;
- Work in a team with Business Developers and Pre-Sales, in order to find the best solution for each proposal;
- Review and propose new business models to guarantee proposal success;
- Keep liaison with Project Managers for the on-site actual execution of projects and lessons learned to be able to prepare future competitive tenders;
- Create standard processes and tools to develop reusable solutions in order to improve tendering productivity;





- Continuously update proposal KPIs database

### Requirements

**The right candidate for the position of Business Developer (C&I) should possess the following qualifications:**

- BSc or MSc on Engineering, preferably Electrical or Mechanical. Business education or training would be valued;
- Minimum of 2 years of experience in a similar industry, preferably energy sector;
- Strong time-management and organizational skills;
- Ability to coordinate several tasks at the same time;
- Well-developed negotiation skills;
- Must have excellent written/ verbal communication skills in English, other language is a plus.

### Values:

“Be the change you want to see in the world”. Besides the commitment to Cleanwatts’ Mission, Our Values are a priority when recruiting new Team Members: Integrity & Curiosity; Commitment & Agility; Humility & Collaboration; Accountability & Responsiveness.

The Cleanwatts Group is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability or gender identity. We believe that by leveraging the diverse backgrounds and perspectives of our people, Cleanwatts creates a better place to work and a better business partner to our clients.

For information on how Cleanwatts will treat your personal data, please consult our privacy policy available at: <https://www.cleanwatts.energy/privacy-policy>.

