

## **Sales Manager HVDC**

### **The opportunity**

You are responsible for the sales of some of the largest and most technologically advanced solutions within Hitachi Energy, namely High Voltage Direct Current (HVDC) systems, across the Central and Southern European markets. You lead the capture and negotiation of major HVDC opportunities and have operational responsibility for an allocated project team comprising tender managers, engineers, lawyers, tax advisors, financing specialists, and service experts. In close collaboration with Hitachi Energy's account management, front-end sales teams, and country representatives, you position the company for future business opportunities while identifying consortium partners and local contractors or suppliers.

### **How you'll make an impact**

- Live Hitachi Energy's core values of safety and integrity by taking responsibility for your own actions while caring for your colleagues and the business.
- Identify and drive business development for new market opportunities for allocated projects in Central and Southern Europe, with a strong focus on the French market.
- Establish and maintain effective customer relationships to understand customer needs, promote awareness of Hitachi Energy's full offering, and align the internal organization to deliver effective and competitive solutions.
- Develop sales strategies and capture plans with the assigned capture team using company tools, including conducting regular status reviews and ensuring execution.
- Lead capture teams from the early pursuit stage through offer preparation, in coordination with the bid and proposal department, ensuring cost-optimized and value-focused solutions are delivered on time.
- Lead consortia of internal Hitachi Energy entities participating in opportunities and/or establish external consortia with external partners.
- Drive negotiations to close deals under the best possible conditions, creating added value for both the customer and Hitachi Energy.
- Ensure successful outcomes for transactions, contracts, and proposals through effective sales techniques and personal experience.
- Promote knowledge sharing and cross-collaboration internally within Hitachi Energy to fully leverage the strength of a global industry leader.

### **Your background**

- Experience working across different cultures, with strong sensitivity to cultural behaviors.
- Bachelor's or Master's degree in Electrical Engineering or Business Administration with a technical background.
- Experience with EP or EPC contracts, with strong commercial expertise in selling large infrastructure projects; more than 10 years of experience is a plus.
- Strong existing network and in-depth knowledge of the electricity sector is required; institutional knowledge or networks are an advantage.
- Excellent written and spoken English is required; French and additional languages are a plus.
- Strong sales mindset with proven negotiation and closing skills; supportive leadership style with the ability to coach and motivate teams; able to work under pressure and willing to travel.
- Strong networking and interpersonal skills; team builder; results- and customer-oriented; assertive yet flexible.
- Strategic thinker with the ability to analyze and manage complex business situations and customer needs.
- Proficient in MS Office and cloud-based tools.

### **More about us**

We believe great work thrives in an environment where people feel genuinely supported and fairly rewarded. Our benefits are designed to create real value for every individual – fueling engagement, performance, and growth. By prioritizing well-being, we build a workplace where personal and organizational success grow together.

Our benefit offering is tailored based on your country of employment and generally includes:

- Competitive salary and incentives
- Well-being and care
- Paid and unpaid leave
- Flexible work options
- Meal Voucher

You will receive more specific information during the recruitment process.