

Open position: Demand Response portfolio manager - Italy

Start	Immediately
Duration	Undefined
Office	Italy, Milan

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About Flexcity

Flexcity is one of the principal aggregators of flexibility in France, Belgium and the Netherlands. Flexcity also reinforces its activities in countries such as Italy and Spain. Using its expertise in the Internet of Energy (IoE), its core activity consists in supporting the balance of power grid through operation and automated control of a large portfolio of flexible assets.

Flexcity's portfolio is constituted of a large diversity of technologies such as batteries, distributed generation and large industrial processes. Flexcity is even capable of integrating renewable energy sources in their portfolio and providing new potential revenue streams to emerging technologies.

As a provider of smart energy management platform services based on innovative Smart Grid technology, its applications focus on demand optimization and management. These services include Demand Response and Load Shifting in a Smart Grid context. Flexcity supports its partnerships to reduce electricity costs thanks to its services while making them actors of the energy transition.

Flexcity is really at the cutting edge of energy innovation.

Your role

Flexcity is looking for a Demand Response Portfolio manager. Within the team, you will be responsible for the operational management of an existing flexibility/demand response portfolio in ITALY. This means that you will be responsible for realising the economic potential of a portfolio with Demand Response assets as well as managing the associated risks. In that function, you will also be responsible to follow up on regulatory (Terna) and market changes impacting our business. You will support the sales team in analysing potential flexibility for new clients and as well as the impact of the new regulation on the business.

Your skills and profile

- 3 to 5 years of experience
- Knowledge of the Energy Market and Ancillary services.
- Knowledge and interest of the Italian Energy Market Regulations.
- Strong Analytical skills.
- Proactive approach: you are focused, set goals and go after them
- Technical interest in new technologies and passion about energy is a must.
- Fluent in Italian and English. Any other language is a plus.
- You hold a master's degree, preferably in commercial / energy engineering
- You are flexible, not afraid to think outside the box and you love to share your knowledge.
- You are deliverable-focused with a pragmatic and professional attitude.
- You are a team player with a "can do" mentality and a proactive approach.



Your responsibilities

- Managing TSO (Terna) tenders: determining the available capacity and the bidding/pricing strategy based on market expertise
- Validation and execution of the bidding strategy
- Processing the tender results and configuring the portfolio for the delivery of the service
- Follow up the correct delivery of the service and proactively reduce the associated risks
- Keeping track of the regulatory changes for the ancillary products: participation in workshops and presentations of the TSO on the subject.
- Coordination between different teams internally and with other market actors
- For new sites, assess the flexibility characteristics of the installations.
- Identify and quantify the different involved risks.
- Based on the flexibility characteristics and our current portfolio, assess the value which the sites could bring to the portfolio.
- With the sales responsible, create commercial offers for new and existing customers and provide technical support
- Assist with the integration of the asset in our portfolio
- Assist sales responsible with set-up and execution of Sales activities for the Energy market
- You will build relationships and interact with new and existing customers.

Our offer

- You will get a job with lots of responsibility.
- You will join an enthusiastic small team within an informal company culture.
- We offer an attractive salary package.
- We offer possibility to do home office
- We encourage innovation in new Energy services and inspire through interesting projects.
- We support training possibilities.
- We promote (inter)national mobility and flexible working hours.
- We create a sense of community through team events.

[Discover 6 good reasons for joining Flexcity- by Veolia!](#)

Contact information

If you are interested, please send your application and CV to:

- Adrien Doré - adrien.dore@flexcity.energy
- contact@flexcity.energy