



Internship offer – Business Development Analyst – Central & Eastern Europe

About GreenYellow: <https://www.greenyellow.com/>

Since 2007, GreenYellow has been providing its expertise to reduce the energy bills of local economic players, thanks to the know-how of its 1000+ employees who operate internationally: Europe, Latin America, South-East Asia, Indian Ocean & Africa. With a full range of solutions in photovoltaic, we support our customers in all aspects of optimizing their energy bills.

GreenYellow has a business division dedicated to Central / Eastern Europe. This team aims at developing the GreenYellow offer in Hungary mainly and in some other countries of this area.

Mission

Reporting directly to the Central / Eastern Europe Business Development Director, you will contribute to GreenYellow's development and to the acceleration of the energy transition through the following missions:

- Business Development / Sales:
 - o Participate in the drafting and production of commercial documents (sales presentations and technical and financial offers)
 - o Participate in the definition of a commercial growth strategy
 - o Analyze certain key customers (financial data, number and type of sites, CSR strategy, key people...)
 - o Participate in client meetings
- Benchmark / analysis :
 - o Regulatory benchmark: analyze key reference documents / legislative / regulatory framework in target countries
 - o Follow GreenYellow customers' tender openings
 - o Analysis of Central / Eastern Europe renewable energy markets

Profile

- Business / Engineering background
- Good analytical and synthesis skills.
- Client-focused
- English essential + Hungarian would be a very welcome added-value
- Ability to work independently
- IT tools knowledge necessary : MS Excel, Word & Powerpoint

Date, duration & location

- Starting December 1st 2024
- Duration : 6 months
- Based in Budapest

Working conditions: to be discussed

To apply, send your resume to mjoffres@greenyellow.com