

We work together to achieve great things

.... Zelestra

## About us

### Industry

Renewable Energy Power Generation

### Company size worldwide

501-1,000 employees worldwide

### Specialties

multi-technology, customer-focused, vertically integrated, clean energy solutions, global renewable energy company, wind power, solar power, energy storage, and green hydrogen

**The earth needs to get back to zero.** At Zelestra, we make your decarbonization a reality! By working hard and working smart. We do all we can to meet our clients' goals and get results that matter. Zelestra is a purpose-driven global multi-technology company. We provide value across the entire chain to enhance competitiveness and mitigate execution risk in large-scale renewable energy projects with a robust project portfolio and vertical integration to deliver renewable solutions efficiently. Our beliefs are the cornerstone of our culture and guide our actions every day: We work tirelessly to do things right, we take ownership of everything we do, we push ourselves and our clients further, we get results that matter, we work together to achieve great things.

Join us:

## Head of BESS (f/m/x)

### Your Role

As the Head of BESS Germany at Zelestra, you will play a pivotal entrepreneurial role in shaping and expanding our battery energy storage solutions across Germany. You will be responsible for building a robust project pipeline of several hundred MW, guiding projects from initial development through financial close, NTP, construction, and into operational asset management. Additionally, you will actively influence and define the company's strategic direction in Germany. As a member of the German senior management team, you will become part of a dynamic group of experienced professionals dedicated to achieving ambitious growth objectives. This presents an exceptional opportunity for a senior leader eager to make a meaningful impact on the future of renewable energy and energy storage.

## **Responsibilities**

- Define and implement a strategy to develop, build and commercialize battery energy storage projects on a stand-alone or hybrid basis in line with the company's overall renewable energy strategy and vision
- Collaborate with the Energy Markets/Commercial Team to shape the BESS business model and commercial strategy
- Partner closely with Business Development and M&A teams to source, acquire, and co-develop stand-alone BESS projects
- Work with Investment and Commercial teams to conduct financial modeling, craft compelling investment theses, ensure regulatory compliance (national and EU), and adapt strategies based on evolving market conditions
- Build lasting partnerships with multiple stakeholders such as developers, grid operators and industry representatives
- Together with the CFO team, define the best strategy and find the best partner to finance the projects
- Collaborate with the COO and Program Management teams to bring projects to NTP with optimized design, reliable supply chains, and cost-effective execution plans — ensuring smooth transition into operations and asset management

## **Job Requirements**

- Several years of experience within the German power markets or renewable energy investments
- Strategic thinker with deep understanding of the German energy landscape — including grid services, trading mechanisms, and market regulations affecting BESS
- Proven track record in project development, transaction structuring, financial modeling, and revenue optimization

- Strong negotiation skills coupled with excellent stakeholder management capabilities
- Fluency in German and English
- Demonstrated leadership ability with a collaborative mindset; passionate about leading the transition toward a clean energy future
- Customer-oriented approach with a talent for building lasting relationships
- Degree in Business Administration, Engineering, or a related field

## **What we offer**

- Working towards a common goal with passionate colleagues
- Development perspective and opportunity to assume responsibilities that have a direct impact on the business, as well as the chance to gain practical experience across various aspects of the company
- A sense of fulfilment as you embrace new challenges, grow, learn, and evolve
- Enjoying the best of both worlds: the resources and experience of an international company with 20 years of history and the opportunities of a small but fast-growing team in our German business unit
- Attractive remuneration with a performance-based bonus
- Training, team events and 30 days holidays
- Permanent contract
- Possibility to work remotely and still have the opportunity to meet at least once a month with all your colleagues from different departments

**Introducing Zelestra: Making Decarbonization a Reality**



# Why Us?

## 1. Realise your full potential

At Zelestra, we encourage reaching for the stars by continuously pushing boundaries and seeking greatness. Here, you'll find a sense of fulfillment as you embrace new challenges, grow, learn, and evolve. Enjoying the best of both worlds, Zelestra offers the growth mindset and opportunities of a startup along with the resources and experience of a 20-year-old company.

## 2. Leave your mark in the world

We live by our purpose, fully embracing the mission to make carbon-free energy a powerful force for positive transformation. Guided by unwavering vision and values, we prioritize the greater good, striving to leave a lasting legacy that benefits everyone and future generations alike.

**3. Be a catalyst for excellence** At Zelestra, we encourage you to be catalysts for excellence, driving towards high performance with grit and determination. Joining our team means being surrounded by the best, working alongside top-tech clients in a winning environment. Here, you'll find an inspiring workplace, where great minds converge to shape the future of the carbon-free energy landscape, placing you at the forefront of the industry revolution.

# You belong with us as we aim for greatness

If you're someone who constantly pushes boundaries, seeking new and better ways to go further and faster.

Change the way the world is powered and send us your application. We are not just a workplace; we are a hub of innovation, where great minds come together to reshape the energy landscape!

Zelestra celebrates the diversity of thought and experience that comes from a variety of backgrounds, including, but not limited to, gender, age, ethnicity... Our mission is to contribute to a more just and equitable society.

[Apply](#)

[www.zelestra.energy](http://www.zelestra.energy)

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