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# Project Sales Manager (m/f/d) in Renewable Energies

📍 Encavis AG (Hamburg oder Neubiberg bei München)    🏢 Permanent

🕒 Full-time    50% Mobile Office possible

# What do we rely on at ENCAVIS? The sun. The wind. And on you.

Welcome to the world of Encavis! At Encavis, everything revolves around the power of the sun, the wind and the more than 200 people who together are helping to shape the energy system of the future. What exactly do we do? We make renewable energy economically viable. Our core business is the acquisition and operation of solar and wind parks throughout Europe. Already today, we are one of the leading group-independent electricity producers in the field of renewable energies. And we are continuing to grow. What does that mean for you? The opportunity to move, shape and change a lot. As part of a multinational team that enjoys helping the energy transition to succeed.

Bring your expertise and experience to a place where they truly make a difference. At Encavis, you can look forward to a range of diverse responsibilities within a team that values your contribution from day one. What can you expect from us? Varied tasks in a team where you quickly take on a key role in the entire divestment process, identify opportunities, conduct negotiations, and always keep an eye on optimizing our internal processes – in close cooperation with other departments.

## Your sunny outlook:

- Take the lead in managing deal teams for sales transactions involving onshore wind, PV projects, and battery storage systems (BESS) from Encavis' European portfolio. These include both minority and majority stake sales
- From creating teasers and conducting market soundings to managing due diligence and driving transactions to closure—you oversee the entire process
- Collaboration with internal experts and external consultants ensures thorough due diligence every step of the way
- Commercial and contractual negotiations fall within your scope, where strategic thinking and negotiation skills are key
- Financial modeling of wind and solar parks is part of your toolkit, supporting data-driven decision-making
- Finally, you present transaction cases to senior management and the supervisory board, ensuring alignment and transparency at the highest level

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# We'll get wind of that soon:

- A degree in business administration or engineering forms the foundation of your expertise—ideally enhanced by an additional qualification such as an MBA or CFA
- With at least 3 years of hands-on transaction experience in the wind, PV, and BESS sectors, you bring deep industry knowledge to the table
- A strong network in the European renewable energy landscape allows you to actively drive project sales and seize new opportunities
- Your skill set includes advanced financial modeling of cash flow-based infrastructure investments, enabling sound and strategic decision-making
- What sets you apart are your excellent communication skills, a high level of self-motivation, and the flexibility to adapt in a dynamic environment
- Fluency in both German and English is essential, and proficiency in an additional language is a welcome bonus
- Occasional travel is part of the role

## What we offer:



### Employee Assistance Program

Individual counselling and coaching by the Fürstenberg Institute



### Professional & personal development

Comprehensive onboarding, individual training opportunities, language courses, development programmes



### Health & well-being

Health platform machtfit (including health budget), health weeks, free drinks and fruits



### Culture & Cooperation

Small and large corporate and team events, Giving Back Week, Sustainability Working Group



### Lunch offer (only in Hamburg)

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Subsidised meals in the office in Hamburg

## **Employee Bonuses**

Finder's Fee for new colleagues

## **Employee Discount**

Use of Corporate Benefits

## **Mobility**

Takeover of the Deutschlandticket and subsidised JobRad

## **Office room for animals**

Possibility to bring a pet to a specially reserved office if the care of a pet cannot be guaranteed

## **Great Location**

Office space next to the river Elbe, easily accessible by bus and train

## **Provision & insurance**

Employer subsidy for company pension scheme and occupational disability insurance, group accident insurance free of charge, subsidy for computer glasses

## **Work-Life-Balance**

Flexible working & mobile office (up to 50%), 30 days holiday (+1 day each for Christmas and New Year's Eve)

# Does that sound good?

Then we look forward to getting to know you!

## Contact:

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Artur Rychter

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jobs@encavis.com  
www.encavis.de

Liebe Personaldienstleister, wir kommen gern auf Sie zu, sobald wir Ihre Unterstützung in Anspruch nehmen möchten. Bitte sehen Sie bis dahin von Profilzusendungen ab - vielen Dank!