

GET Baltic is innovative and unique natural gas trading solutions in the Baltic States and Finland offering Natural Gas Exchange. GET Baltic administrates the electronic trading system for trading spot and forward natural gas products with physical delivery in market areas **located in Lithuania, Latvia, Estonia and Finland**. By providing high quality services, the Company is seeking to contribute to increase in liquidity, competitiveness, and transparency of the wholesale gas market in region.

READY TO TAKE IN REAL CHALLENGE? THEN YOU ARE THE ONE WE'RE LOOKING FOR!

Senior Key Account Manager

Key Responsibilities:

- Design and execute sales strategy
- Develop and improve relationships with existing and potential clients within the Baltic States and Finland
- Screen, build and maintain an in depth knowledge of the gas market
- Support GET Baltic projects and the development of products and market portfolio in the region
- Proactively prepare gas market participants for new gas products and services offerings
- Deliver presentations and reports on the developments in the market
- Gather feedback from the customer and identify solutions necessary for the customers
- Represent the company in the energy industry conferences and various events
- Perform any other duties delegated by Chief Business Development Officer

Requirements For Candidate:

- Higher education (in economics, finances, management fields or other)
- At least 2 years working experience in Sales and Key Account Management
- Knowledge of Energy and/or Commodity trading business
- Excellent spoken and written English (Russian or Finnish would be taken as an advantage)
- Ability to adapt to an evolving business landscape and to feel comfortable in a fast-paced environment
- Ability and willingness to take ownership of issues and drive appropriate solutions

We Offer:

- The opportunity to be part of an international pioneering company in the energy sector – a growing, modern, innovative industry
- Great opportunity to grow professionally, freedom to make changes and be related to development of energy industry
- Dynamic, interesting environment, positive atmosphere
- Competitive salary and benefits package (trainings, health insurance, etc.), flexible working conditions, possibility to work from home office
- Salary range for this position from 2300 to 3400 Eur (before taxes). The final offer depends on experience and competence. Variable part of remuneration is up to 20% and depends on results.

Interested? Please send your CV until 15 February by e-mail jobs@getbaltic.com.

We will inform selected candidates only.