



**A top environmental commodities trading firm is looking for a
CORPORATE SALES TRADER – RENEWABLE ENERGY CERTIFICATES**

Position based in Warsaw, Poland

**JOIN THE FASTEST GROWING FINANCIAL MARKET
AND HELP CORPORATIONS TRANSITION TO A LOW CARBON ECONOMY!**

Our mission at Vertis is to inspire and empower businesses to make the transition to a low carbon economy. We have been a pioneer in the carbon markets since 2001 and our drive is relentless to move the world towards a greener future.

We provide our clients with direct access to markets for buying & selling renewable energy certificates and the financialization of these assets provide a strong incentive for organizations towards carbon neutrality. As a corporate trader, you will become a key member of a team of specialists and professionals in one of fastest growing commodity markets in the world.

IF THIS IS YOU

- Native Polish with fluent English
- 1-3 years of sales trading or account management experience, and strong desire to do sales
- Experience in the Energy market – ie. renewable energy, energy trading, gas trading, energy efficiency consultant, etc.
- Proven success in handling complex contract negotiations
- Ambitious spirit, proactive personality and a commercial mind-set - prior entrepreneurial experience is a plus
- Excellent communication and interpersonal skills
- Relevant degree in Economics, Finance or Business Administration
- Driving license is a must

TAKE FULL RESPONSIBILITY FOR YOUR OWN MARKET

- Structure and develop the trading of renewable energy certificates from front to back office
- Develop a deep understanding of the renewable certificate market, including buyers, sellers and competitors
- Maintain and develop a portfolio of counterparts active on the certificates market
- Develop an effective pipeline of new customers, prioritise your leads and turn them into clients and transactions
- Provide a market making activity on certificates: accurately mark price curves and bid/ask for internal and external clients
- Provide market intelligence/analysis to support pricings and trading strategies and remain up to date with regulatory changes
- Conduct day-to-day sales initiatives and set up the strategy for Vertis to become a key player on the renewable energy market
- Conduct on-site meetings and discussions with potential customers about their needs
- Develop the sales and marketing plan together with our Head of Product and marketing team
- Represent Vertis and build our brand on the market through conferences and PR initiatives



AND GAIN UNIQUE BENEFITS

- Become an expert of the Renewable Energy Certificate market through in-depth trainings in certificate trading, the renewable energy sector and sales
- Opportunity to build your own business and client portfolio in a young and dynamic market
- Long-term career prospect with a pioneer of environmental commodity trading
- Stimulating, high-calibre, and international work environment with travel opportunities
- Competitive base salary and exceptional commissions
- You can sleep well at night knowing you are helping organizations towards a greener future

To apply, please send your CV and a meaningful cover note in **English** to jobs@vertis.com. Please reference the job for which you are applying. Vertis complies with all GDPR requirements and we keep your personal data in our database for no more than 1 year. For more information on Vertis Environmental Finance, please visit vertis.com/jobs.