



#vorangehen



Our journey to a green future. #Proceeding with responsibility.



Sales Trader & Originator Romanian Market

Location: | Vienna |
Job/ Business: Full-time employee, Energy
Company: Englisch VERBUND Energy4Business GmbH

Apply now!

As Austria's leading energy company, we rely on the power of water, wind and sun as well as future technologies like no other in Europe. In doing so, we are building on green hydrogen as a technology of the future.

VERBUND Energy4Business is responsible for wholesale electricity trading, the operation and marketing of our power plants, and the large-customer business for green electricity and energy solutions such as photovoltaic systems, EV charging infrastructure and battery storage. We also offer flexibility marketing for operators of photovoltaic, wind and hydropower plants and large battery storage facilities to make optimal use of their generation capacities. We are enthusiastically driving the energy transition in Europe, relying on our strong international team, our long-standing experience in the energy business and the opportunities presented by digitalization.

Strengthen our team in the department Sales & Origination. The Sales & Origination department manages large wholesale and trading related clients, markets a variety of energy products and offers innovative energy services. We conclude contracts for electricity and environmental certificates with our clients, trade energy-related products and market renewable energy for third parties. We monitor market and regulatory developments and use them to identify new business opportunities. We implement our own marketing and communications initiatives for product positioning and targeted customer engagement. Our activities cover beside Austria and Germany also selected European markets.

This can only be done with you:

- Trading of energy positions on the various Romanian electricity markets (OPCOM, OTC etc).
- Interface to customers, decision-makers as well as internal departments
- Market analysis und tracking of market rules and regulations in Romania
- Acquisition of wholesale customers in Romania for long-term contracts such as PPAs (Power Purchase Contracts), third party services such as market access for renewable sites as well as support of business development for new areas such as marketing and optimization of batteries storage systems (BESS)
- Support in contract negotiations and contract management

What you bring to the table:

- Completed master's degree in engineering, economics, law, or a related field
- Several years of relevant professional experience in the Romanian energy market, preferably as a trader or originator
- Knowledge of energy technology is an advantage
- Solid knowhow of the Romanian electricity market, its structure, mechanisms and regulations, including green certificates and guarantees of origin, and a very good understanding of complex energy contracts; additional experience with renewable generation assets is an advantage
- Excellent Romanian and English skills; German skills are a plus, and very good MS Excel skills

We appreciate your customer orientation and your ability to identify market opportunities for us. You will collaborate with an international team. Your independent working style and understanding of complex structured products will convince us.

With us you will receive:

- The opportunity to actively participate in the energy transition through your actions
- A structured induction phase and numerous [benefits](#)
- An extensive internal training program and annual employee appraisals
- A collectively agreed gross monthly basic salary **from € 4.738,62** (according to KV 2026) plus performance-related remuneration
- Depending on your professional qualifications and experience, there is the possibility of a higher, market-compliant collective agreement classification

Entry: as soon as possible

The workplace is in Vienna

Are you interested?

For more information, please visit our website at <https://jobs.verbund.com/en/job-variety/industrial-customers>. Or apply with a resume, cover letter, references (if applicable) and other documents.

Please send your application to **Martina Lettl**. If you have any questions, please do not hesitate to contact Azra Mekic or Barbara Weber by phone: +43 (0)50 313-54 155

We are proud of the diverse people who make up VERBUND. A strong commitment to diversity and equal opportunity defines our corporate culture.



Verbund
Aus eigener Kraft.

