

ID-56308 ALVARO

28043, MADRID.



PROFESSIONAL EXPERIENCE

2019/actual. Business Development. POWEN

- Lead the origination of PPAs and prepare commercial and technical offers (EPC's, PPA's, Leasing, O&M, etc.);
- Lead the commercial negotiations.
- Manage and process incoming requests from prospects or customers: RFQ and private or public tenders.
- Establish the first contacts with prospects customers and definition of their needs.
- Commercial strategies and sales plan.
- Monitor the evolution of the market, tasks and events planning in Sales Force (visit, measurement, data collection and documentation).
- PV SYST: Design, simulation and analysis.
- Savings analysis and monitoring.
- Sustainable mobility: Recharge points (ITC BT 52)

2016/2018. Energy Technical Centre Manager. TELEFÓNICA

Management of tariff periods, ROI's, PRL documents, user registration, incidents, MAE's: Telemangement /Lighting & Climate, site savings study, (EVO), monitoring of over-consumption, customer billing (IGSE), loss of site connection, SLA compliance, Smarkia, HYDRA SCADA telemangement platform,

*Projects: BMN/BANKIA/FRATERNIDAD MUPRESPA/H&M/BURGUERKING/C&A/CORTEFIEL

2015/2016. Technical Advisor. NATIONSTAR-LEDSTAR

2014. Data Center Operator. CTDA

2013. Project Engineer. SUMINISTROS RICARDO CHAO S.L

2012. Technical Advisor. SENA E (Selección Natural Energética)

2011. Commercial Technician. SOLAR OPTIONS LTD (Birmingham, UK)

LANGUAGES

Spanish: Native English: Advanced Italian: Advanced

EDUCATION

- **CEM.** AEE (ID94924)
- **EVO.** Energilab
- **Fundamentals of the Electricity Market.** Universidad Politécnica de Madrid
- **Strategic Marketing.** IESE Business School
- **MBA.** PowerMBA
- **Máster of Education (CAP).** Universidad de León
- **Renewable Energy Master.** Universidad de León
- **Industrial Engineering Degree.** Universidad de León

Technical skills

Excel (advanced), Autocad, Cype, SolidWorks, Revit, Catia, PV SYST, Dialux, HAP, Salesforce.

SAP BUSINESS ONE / PIPING / SMART PLAN P&ID / SMART PLAN 3D / Building Energy Certification / Marketing web 2.0 / PRL / Design and calculation of air conditioning systems.

Scholarships

Universita degli Studi di Cagliari (Italia) (2006/2007) **ERASMUS**

Universidad Politécnica de Valencia (España) (2008/2009) **PROGRAMA SICUE**

Solar Options LTD (UK) Etheria-**PROGRAMA LEONARDO DA VINCI**