

Job Description	
TOTAL Gas Renewable & Power (GRP)	
Direction: GRP/PGE	
JOB TITLE	
Senior Business Developer	
SITUATION IN ORGANIZATION	
N+1 Job Title: Director of Business Development Power & Gas Europe	
JOB DIMENSIONS	
Within Power & Gas Europe, the Business Developer supports the structuration and the development of PGE business activities, from thermal generation to marketing and associated activities	
ACTIVITIES	
<ul style="list-style-type: none"> • Lead or contribute to external growth processes (origination, execution, business expertise, post-merger integration) • Coordinate strategic studies and analysis, both internal (e.g. LTP) and external (e.g. advocacy positioning) • Ensure efficient interactions with internal stakeholders at PGE level (Energy Management, Public Affairs, Legal, Finance, Marketing, Power Generation...), Group level (GRP, Holding) and external parties (Actual or potential partners, banks, consultants, authorities...) • Coordinate and present strategic dossiers at various decision committees (CDPGE, RA, CDGRP...), follow-up and implementation 	
CONTEXT AND ENVIRONMENT	
<ul style="list-style-type: none"> • Total Power & Gas Europe (PGE) has been created at the end of 2018 with the ambition to develop Total's operations in the low-carbon electricity value chain, from production to distribution, and to serve as the main channel for dealing with our customers in Europe. • PGE covers currently 6 countries (France, Belgium, UK, Germany, Netherlands and Spain) and serves more than 6M clients with close to 4GW of power generation capacities. Objective is to reach 9M customers and 5GW of Power Gen capacity by 2025. • To support its ambition & growth perspectives, the Business Developer plays a key internal and external role • The role is based in PARIS (Balard), with international exposure (currently 6 countries in Europe) 	
ACCOUNTABILITIES	
<ul style="list-style-type: none"> • Proper presentation, structuration and execution of business projects or transactions related to PGE activities • Ability to enter discussions with external stakeholders and potential partners • Presentation of PGE and more globally Total activities to partners and intermediaries • Business expertise and strategic advisory for PGE activities, interacting with both internal (GRP, Holding) and external counterparties 	
QUALIFICATIONS/EXPERIENCE REQUIRED	
<ul style="list-style-type: none"> • 7+ years of experience covering strategy/finance/economic analysis with substantial knowledge of the Utility space (Power Generation + Gas & Power Marketing activities). Strategy consulting background would be a plus. • Experience in international negotiations and transactions • Project management skills and ability to work under pressure/meet deadlines • Proven leadership, analytical & communication skills and result-oriented profile • Fluent in both French and English, additional languages is a plus (Spanish, German etc.) 	

Contact: vianney.leconte@totaldirectenergie.com