



BASIC ROLE DETAILS

TITLE: Sales and Business Developer – Gas Storages

REGION: Alkmaar (next to train station)

DEPARTMENT: Commercial / Gas Storages

MANAGER: Commercial Manager Gas

ROLES REPORTING INTO THE ROLE: n.a.

Midstream

GENERAL

TAQA ranks as one of the largest energy and water companies in the world. Our purpose: “powering a thriving future by efficiently providing sustainable and reliable energy and water to unleash the unlimited potential of people and places”.

With over 30 nationalities across the global organisation, we are committed to promoting a corporate culture where everyone is valued and able to play their part in building our future success.

In the Netherlands, we are in the process of splitting up the organization in an Upstream and a Midstream part. The Upstream part is envisioned to transfer to Waldorf Production. The Midstream part will stay with TAQA.

In Upstream, we focus on the on- and offshore production of oil and gas. With the upstream assets, we support the energy transition by participating in large-scale sustainability developments such as Porthos, a CO₂ capture and storage project.

In Midstream we focus the operation of two underground gas storage facilities. These are strategic assets in the continuity of gas supply in the Netherlands. Their importance will only increase in the coming years as the greater dependence on gas imports will mean domestic storage becomes key to maintaining security of supply.

On either side of the business, you will be given a lot of responsibility when you join the company, which you are expected to take. And you’ll get the space you need to do your job. Individual and team contributions really make a difference.

Our success as a company depends on the engagement and passion of our people. Locally we work with short reporting lines in an open and informal culture. We strive for diversity when attracting talent to our organisations and give your personal development our full attention.

In all we do, safety is our first priority. The safety and care of our people, as well as our surroundings and the environment.

ROLES AND RESPONSIBILITIES

BASIC PURPOSE OF THE ROLE

In the role as Sales and Business Developer you will focus on maximizing the revenues of TAQA's underground gas storages and you are the primary commercial contact for our largest customers (utilities, trading houses, banks, upstream companies et al). Besides this, you are continuously looking for new opportunities that are possible within the contractual, technical and subsurface operating envelope to generate additional value.

Part of this also exceeds the standard gas storage business, as you will also be involved in further developing the land adjacent to our gas storage site in Alkmaar. This is swiftly becoming one of the key renewable energy hubs in the Netherlands, primarily focused on biomass gasification and green gas production. Furthermore, being a small commercial team, ad hoc contribution to varied, large infrastructure / investment, projects is required (e.g., CCUS, electrification).

KEY RESPONSIBILITIES

- Maximize revenues from selling available storage capacity
- Primary contact for our gas storage customers
- Co-develop gas storage sales strategy
- New gas storage product development
- Evaluate new business development opportunities and/or projects
- Contract development and negotiations

QUALIFICATIONS, EXPERIENCES AND SKILLS

QUALIFICATIONS / TRAINING

- MSc level qualification in economics, business, engineering or comparable

EXPERIENCE/KNOWLEDGE/SKILLS

- 4 – 8 years working experience within the energy industry in a commercial, trading, analytical or operational role.
- Experience with gas storage and / or gas trading is highly desirable
- Outstanding social skills; comfortable in speaking to high profile counterparts
- Commercial mind set
- Excellent numerical skills
- Fluency in English is a must
- Dutch or and/or other languages preferred

ADDITIONAL REQUIREMENTS

- Self starter
- Planning and organization skills
- Ability to work under tight schedule on multiple activities in parallel
- Flexibility required regarding roles and responsibilities
- Occasional travel required (Europe)

INTERACTIONS

INTERNAL INTERACTIONS

- TAQA staff at all levels throughout the organisation (eg, Dispatch, Legal, Engineering, Subsurface, Finance)

EXTERNAL INTERACTIONS

- TAQA customers (eg utilities, trading houses, banks, upstream companies)
- Government bodies (regional, national)
Renewable energy entrepreneurs

DETAILS

ESTIMATED START DATE: as soon as possible

WORKING HOURS: full time (38,75 hours a week)

DURATION: 1 year TAQA staff contract – option to extend