

JOB DESCRIPTION

1. JOB IDENTIFICATION *(Job applicant: Management that is responsible to entrust the Organization department to evaluate the job or jobs of an organization. Job applicant: Management responsible for the position(s) requiring analysis and evaluation).*

JOB APPLICANT <i>(Area-Business-Direction-Unit)</i>	Liberalized Business-Industrial Customers and PPAs-Global Key Account Managers
JOB TITLE	Customer Manager-APAC(Japan)
Report Line	Industrial Customers and PPAs Director and Japan Country Manager
NECESSARY <i>(vacancy, reorganization, etc.)</i>	New position - Japan

2. JOB POSITION *(Mission, functions and responsibilities)*

MISSION *(The mission will be defined, understood as the primary purpose or objective assigned to the job position within the entire Department/Organization).*

Commercial business development and management of strategic corporate clients in Japan, maximizing the volume and margin of energy sold through the development of new PPAs.

FUNCTIONS AND RESPONSIBILITIES *(The most significant functions and responsibilities to be carried out for the correct fulfillment of the assigned mission shall be described in detail and in order of importance).*

- i. **Search for opportunities to sell energy and renewable projects to new customers** in Japan
Example: incorporation of Amazon into Iberdrola's electricity supply portfolio in Japan, and subsequent agreement to develop on-site solutions for the supply of renewable energy at Amazon's strategic centers in Japan through on-site PPA contracts.
Negotiation of **long-term energy supply contracts (10-20 years)** in **Japan** ("Power Purchase Agreements" -PPAs-).
- ii. **Negotiation of Energy sales, Hydrogen, Dicarboxylation Solution and agreements with global customers in medium and long term** with large multinational corporations and intensive customers (Volkswagen, Amazon, Vodafone, IKEA, Airbus, Bayer, SABIC...) and Japanese industrial customers.
- iii. **Development of self-consumption solutions** at the facilities of large multinationals ("on site" solutions), through long-term PPA agreements (15-25 years) that allow the installation of plants for the direct supply of renewable energy at their facilities, both on rooftops (with power between 1 and 5 MW) and on the customer's sites (with power up to 50-100 MW or more).
- iv. **Coordination of teams belonging to other internal Iberdrola organizations** for the management of the complexity and achievement of medium/long-term agreements.
- v. **Advising clients on energy products**, regulation of the energy sector and evolution of electricity markets in Japan.
- vi. **Market Research with the segmentation**
- vii. **Internal supervision and monitoring of contracts** established with large corporations (specification of billing criteria, regulatory changes, debt management, new contracts, modifications to existing contracts, price closings in futures markets, etc.)
- viii. Report to Industrial Customers and PPAs Director and Japan Country Manager

3. TECHNICAL, FUNCTIONAL AND MANAGERIAL KNOWLEDGE AND EXPERIENCE

DEGREES/SPECIALITY/POSTGRADUATE

Bachelor's Degree and the minimum 5 years hands on experience

in-depth knowledge of energy markets and business management is essential.

SPECIFIC KNOWLEDGE REQUIRED

- i. Ability to communicate and negotiate with Global and local Customers.
- ii. Demonstrate experience in energy in Japan and Asian (desirable) markets.
- iii. Exhaustive knowledge of the energy sector, electricity markets, and regulation associated with energy contracting.
- iv. Ability to negotiate complex contracts in English.
- v. Strong customer orientation. Ability to identify and assess the client's overall energy needs (including electricity and off-site long-term contracts, industrial heat and green hydrogen), and establish long-term relationships.
- vi. Ability to work under pressure with competitive objectives, multitasking and priority management.
- vii. Native Japanese. Advanced Communication level of English.