



International Career Opportunities

July 2011

Corporate

France - Headquarters

Heating & Cooling Network Market Manager M/F

Context :

Within the Corporate Marketing Department, you will contribute to grow Dalkia sales to the "Local Authorities" clientele across the world, by developing and implementing marketing plans for District Heating and Cooling Networks.

Key Responsibilities :

- Participate in the definition of marketing plans: formalize the needs of operational business units, conduct internal and external market intelligence (trade associations, research, Internet...)
- Participate in the marketing of offers: market segmenting and development of client acquisition and retention propositions; analyze experience feedback and best marketing practices
- Evaluate the potential of specific markets and their trends via market surveys
- Update the clientele reference portfolio and provide reference case studies (data collection and analysis, compilation of best practices...)
- Assist the sales & marketing teams: respond to calls for bids, roll out marketing material and tools; participate in the definition of client communication initiatives

Profile :

- Minimum 3 years of experience in sales, marketing, design or strategy in a national and international B2B target, ideally in the energy industry or local government sector
- Perfect proficiency in French – Fluent in English

How to apply :

Veolia Pour Tous - reference: 11572
Noelle du Lavouer – ndulavouer@dalkia.com

Corporate

France - Headquarters

Head of Customer Relation & Organization M/F

Context :

Within the Methods unit at the Corporate Technical Department, your role will involve the following tasks:

- Identify and qualify the types of organization and expertise required to successfully run our current and future operations, and ensure our clients' satisfaction
- Propose change management plans (implementation of new organizations, training...) to support the corporate strategy

Key Responsibilities :

Main roles and tasks:

- Map existing organizations and identify best practices
- Analyze feedback from our clients (surveys, complaints...)
- Propose the organizations and skills required for our business activities, including new ones (control center, renewables, SIG, Smart Grid...) based on business development and corporate strategy
- Roll out the proposed organizational changes
- Implement training curricula in liaison with the Campus

Profile :

- Minimum 10 years of experience in operation, ideally at Dalkia or in the energy services sector
- Ability to analyze organizations and potential malfunctions, to propose solutions and support change
- Ability to understand Dalkia's strategic challenges (networks, control center, renewables, smart building, power generation)
- Ability for abstraction and synthesis.
- Relational skills
- Fluent in English and French

How to apply :

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Turkey

Zonguldak

Technical Manager Coal-Fired Plant

Context :

Dalkia signed a 10-year Operation & Maintenance contract for a thermal power plant in Zonguldak in Turkey. The power plant is a coal-fired plant with 160 MWe capacity and equipped with a CFB boiler - about 95 employees work at the plant.

Main Purpose of Job :

The Technical Manager reports to the Power Plant Manager and provides assistance for all technical aspects.

Key Responsibilities : (Not limited to)

- Control, monitor and technically evaluate the plant's Operation & Maintenance activities
- Propose technical solutions for improving plant operation and maintenance, plant modification, technology improvements
- Control and evaluate the planning activities for all plant departments, coordinate long-term and regular O&M programs and schedules
- Permanently ensure that mechanical, electrical and C&I activities are provided with relevant procedures and instructions, with defined time schedules and targets, in line with supplier's O&M Manuals
- As a member of the power plant Environmental, Health & Safety committee, promote safe work practices
- Maintain a permanent link with Dalkia Corporate Engineering Departments in France for know-how transfer and implementation in Zonguldak
- Lead, supervise, advise a team of 8 persons

Profile :

- Engineer (mechanical, electrical, C&I or power generation engineering) with at least 10-15 years of experience in a coal-fired steam plant (preferable equipped with a CFB boiler)
- Thorough knowledge and understanding of power plant operations and maintenance
- Knowledge of maintenance plans and related budget
- Good knowledge of Environmental Health & Safety standards, regulations and practices
- Relevant experience in people management
- Skills in trouble-shooting
- English speaker (French is a plus)

How to apply:

Veolia For People - reference: 08071
Michaella de Schaetzen – mdeschaetzen@dalkia.com

Dubai

UAE

Technical Manager M/F

Main Purpose of Job :

- Lead the Technical Department activities
- Handle engineering activities and provide support to the Company's various operations
- Provide support to commercial teams in technical studies

Key Responsibilities :

- Analyze, suggest improvements and prepare reports on the best available and cost-efficient technologies
- Evaluate operational performance and integrity of plant and equipment, and provide recommendations
- Lead energy studies targeting the improvement of overall efficiency of our clients' utilities
- Monitor the maintenance activities and suggest improvements
- Manage the assets management team
- Deliver innovative solutions to improve the overall performance of our operational teams; provide technical support to their activities
- Prepare or review the technical reports for clients
- Implement solutions and obtain certification for existing buildings under any relevant green building certification tools
- Define and implement FM consultancy strategies
- Audit and control KPIs and SLAs related to contractual obligations (operational and energy management)

Profile :

- Mechanical or electrical engineering degree or equivalent qualifications and experience in Energy Management
- Solid knowledge on the fundamentals of energy consuming systems in buildings (i.e. HVAC, lighting, vertical transport)
- Clear understanding of engineering practices in the FM environment, preferably as an outsourced service provider
- Experience with sustainable practices for buildings' environment, namely with the use of LEED and/or BREEAM
- Self-motivated and proactive
- Customer focused
- Excellent communication skills with professional English
- Team player
- Multicultural sensitivity

How to apply:

Veolia For People - reference: 11754
Michaella de Schaetzen – mdeschaetzen@dalkia.com

Corporate

France - Headquarters

Financial Controller M/F

Main Purpose of Job:

Within the Corporate Development Department, you will be in charge of financial controlling and assistance to operational business units under your scope of responsibility, and will take part in project financial engineering.

Key Responsibilities:

Main roles and tasks:

- Monitor financial performance, i.e. revenue, operating profit, EBITDA, working capital, CAPEX, financial ratios and performance indicators
- Consolidate budgets, forecasts and long-term plans
- Carry out consistency checks and gaps analysis
- Participate in monthly closing and explain gaps
- Interface with corporate headquarters on all financial topics: taxation, treasury, recapitalization, guarantees, IFRS, insurance, internal audit, SOx...
- Participate fully in project financial engineering up to the presentation to the Investment Committee.

Profile:

- Over 5 years of operational experience in project management or financial controlling
- Perfect proficiency in French – Fluent in English
- Available for international travel

How to apply:

Veolia Pour Tous - reference: 11436
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