

Are you our new PPA Specialist?

We are looking for an ambitious PPA Specialist to join our newly established Power Sales team. The Power Sales team plays a central role in our commercial success, acting as the bridge between our renewable generation portfolio and the energy markets. With direct responsibility for monetizing our solar and wind assets, the team ensures that our power is sold under optimal conditions by balancing risk, revenue, and long-term strategic goals.

Momentum Energy Group is key player in Denmark's transition to clean energy. As one of the country's largest owners of onshore wind turbines, we manage renewable energy projects across their full lifecycle, from development to operation, spanning several gigawatts. Our diverse portfolio includes wind, solar PV, and hybrid projects, with operations in Denmark, Germany, and Sweden. We are known for pioneering solutions in recycling and refurbishment of renewable assets, and we led the first successful offshore repowering project in Bockstigen, Sweden.

Our team

The Power Sales team works closely together with a large range of departments, eg. Finance, Operations, Legal and Technical teams, and reports directly to executive management and the Board. Our team works with assets both in our operating portfolio and our development pipeline. The overall activities include

- **Market Intelligence:** By staying ahead of regulatory changes, price signals, and trading opportunities, our team enables agile decision-making and portfolio optimization.
- **Securing Value:** The team is responsible for structuring and securing power contracts, including PPAs and financial hedges, that underpin the financial viability of our assets.
- **Risk Management:** Through active hedging strategies (short-term and long-term), our team mitigates exposure to market volatility and ensures predictable cashflows.
- **Strategic Impact:** Our work directly influences investment decisions, asset development, and corporate risk appetite, thus contributing to our growth and resilience.

Your role

Your primary focus will be to secure long-term revenue streams for our growing portfolio of PV, wind and hybrid (including BESS) assets. You will lead the negotiation and execution of PPAs across our renewable energy projects from early-stage development through to financial close and operation. You will be at the forefront of market engagement, identifying opportunities, structuring deals, and ensuring alignment with our risk and sales strategies.

Your tasks will include

- Lead the end-to-end origination, negotiation and execution of both corporate and utility PPAs for new and existing renewable energy projects, mainly in Northern Europe.
- Develop and maintain strong relationships with key stakeholders, e.g. offtakers, utilities, corporates, financial institutions and aggregators.
- Contribute to business development and customer presentations related to PPA, and pitch solutions to potential buyers and partners.
- Collaborate with internal teams (e.g. Project Development, Legal, Finance, Operations) to ensure contracts are bankable and are aligned with project timelines and operational demands.
- Contribute to the development of commercial strategies for individual projects as well as overall pipeline strategies
- Monitor market trends, regulatory changes, and pricing dynamics ensuring a continuous competitive and forward looking PPA contracting strategy.
- Support investment decisions by providing commercial input, risk assessments, and business case evaluations.
- Deliver PPA reporting with transparent portfolio overview and performance status.
- Contribute to the development of standardized contracting frameworks and best practices.

Who you are

You are a commercially minded and proactive professional with a strong understanding of energy markets and contracting. You thrive in commercial discussions, negotiations, enjoy solving complex challenges, and work effectively across disciplines.

Furthermore

- You take initiative and drive processes forward with confidence.
- You are a skilled negotiator with a strategic mindset and attention to detail.
- You communicate clearly and build trust with internal and external partners.
- You approach decisions with clarity, structure, and a strong analytical mindset.
- You bring a collaborative mindset and contribute positively to team culture.

Your qualifications

- Proven experience in originating, negotiating and executing PPAs within PV and/or Wind technologies.
- Strong understanding of energy markets and market drivers, including pricing mechanisms, curtailment effects, supply and demand drivers, regulatory frameworks, and customer practices.
- Experience working in cross-disciplinary teams with legal, financial and analytical competences.
- Relevant academic background in business, economics, engineering, or energy.
- Excellent communication skills in English and Danish.
- Solid excel skills and experience with Power BI is a plus.

What we offer

At Momentum, we put people first – both professionally and personally. We believe that well-being and development go hand in hand, which is why we prioritise professional growth, personal balance, and a workplace that values diversity. Benefits include a healthy lunch and fruit scheme, health insurance, and flexible working hours.

You will join a small, dynamic team where new ideas quickly turn into action, and where your input can directly shape how we work. This is a place where you can make a visible difference, both in your role and across the organisation. Your work will have direct visibility at the highest levels of the company, and you will collaborate with colleagues across departments and countries. It is an opportunity to gain hands-on experience across the full lifecycle of renewable energy projects in a fast-paced environment.

Do you want to be a part of the journey?

We encourage all qualified candidates to apply, regardless of age, gender, religion, or ethnicity.

If this sounds like the right opportunity for you, please apply as soon as possible and no later than 26th of November 2025, as we will be reviewing candidates on a rolling basis.

For questions about the role, please contact Head of Power Sales, PMO & Quality Jacob Richter at jri@momentumgreenenergy.com.