



Vacancy: General Manager Business Development - PV & Energy Storage

Location: Windhoek, Namibia

About the ideal candidate:

Strong preference will be given to candidates with Namibian citizenship.

Has the ability to travel in Namibia and South Africa.

Experienced in developing utility-scale PV, energy storage solutions, PV, energy and battery energy storage development and investment. Battery Energy Storage Systems (BESS), Hybrid utility scale mini-grids, Mini-Hybrid solar and battery grid etc.

Required Experience:

8-12 years' experience in the Energy sector;

4-6 years' experience in the Renewable Energy project development, preferably solar photovoltaic;

Project Management experience, entrepreneurial mindset and proven ability to build relationships in multiple African countries, especially in Namibia and SADC;

Experience with utility scale PV and energy storage / batteries a plus but not required;

Experience building and managing teams;

Well versed in financial modelling, permitting aspects of project development and understanding of Project Finance (although significant support will be provided by the rest of the team);

Strong communication and negotiation skills. This includes very good verbal and written English and Afrikaans language skills.

Key purpose of this Job:

The General Manager Business Development is responsible for identifying and developing utility, commercial and industrial scale PV and energy storage projects across SADC, especially in Namibia.

Reporting to the Group MDs you will have subordinate project developers and technical engineering support.

Main outputs and responsibilities for this position:

Project Development -

Overseeing assessment activities such as scoping, feasibility, and business case identification.

Managing planning efforts such as concept design, impact assessment, and stakeholder engagement;

Defining terms of agreements, including purchase and sale agreements and negotiating Power Purchase Agreements and Financial Agreements;

Working with Financial Analyst to define and to keep up-to-date financial models of the projects under development;

Working with Technical Project Manager to design and delivery energy storage solutions;

Completing all commercial and contractual activities required for effective operations.

Leading design, procurement, fabrication, installation and testing and commissioning.

Performing project handover and transfer to operations.

Relationship Management -

Development and maintenance of relationships with local partners, EPC companies, power developers, funding agencies, regulators, etc.

Establishing and managing relationship with O&M firms

Establishing and managing relationship with capital markets space from funders to investment to support projects.

Managing relationships with industry and market stakeholders.

Determining and overseeing formal partnerships, agreements, JV's, etc.

Participating in and attending industry events, activities, university, etc.

Strategy and Business Development -

Evaluating customers, competitors, and other market/industry influencers; understanding market trends and change; determining sectors, services, and products the organization should operate; and tacking organization's competence, capabilities, and resources to ensure competitive advantage.

Managing evaluation process identifying projects which meet organizational strategy. Leading proposal process from document preparation to bid submission, and further client correspondence. Prepare marketing material to support client discussions.

The tender of projects including legal, technical, financing, safety, health, social and environmental aspects;

Ensuring the Project complies with local legislation and requirements;

Understanding project documentation and negotiating competitive pricing proposals with customers/ offer to customer. This includes having or being able to acquire knowledge of local permitting application processes including filing, follow ups and gathering information regarding the energy sector in the different African countries.

Understanding of the legislation pertaining to renewable energy investments in the market and to monitor regularly their developments.

Education:

Bachelor of Science (or equivalent degree) in Engineering, Business or related field required.

Cognitive Competencies:

Analytical Thinking & Attention to Detail (includes accuracy)

Anticipating, Creating and Managing Change (Tolerance of Ambiguity)

Holistic / Global thinking

Judgement and Decision-Making

Innovation / Creativity

Problem Solving (Includes reasoning)

Intrapersonal Competencies:

Assertiveness (Includes willingness to challenge and confront)

Ethical Behaviour/Honesty/Transparency/Modelling of Values

Managing Risk (Calculated Risk-taking)

Excellence Orientation

Flexibility/Adaptability

Personal Growth Orientation/Motivation to Learn/ Learning Agility

Resilience/Perseverance/Stress Management

Results & Solution Focused (Drive, Energy & Follow Through)

Rule Orientation

Self-Management (Planning, Prioritising & Time Management)

Visibility & Impact (Includes Professionalism & Executive Disposition)

Interpersonal Competencies:

Building Strategic Partnerships/Networking

Communication (Ability to articulate technical solutions for various audiences)

Customer Service Orientation/Client Focus (Internal and External)

Influence, Persuasion and Negotiation (Including Conflict Management)

Knowledge Sharing (includes Information Management)

Managing Diversity

Organisational Awareness

Relationship Building, Listening, Interpersonal Sensitivity

Cross functional and Inter-disciplinary awareness

Teamwork

Professional & Technical Competencies:

Business and Financial Acumen (includes ability to identify and manage risk)

Process Engineering / Systems Competence

Technical / Professional Competence