

**Business Development
Manager, Renewable Energy**

**Full-time Position
Dubai, UAE**

**Date Posted:
January 31st, 2017
Closing: June 1st, 2017**

About the Opportunity:

Phanes Group is currently looking to add a Senior and Junior individual to the Business Development team, who will be responsible to assist the Head Business Development for PV Solar project activities in both Sub-Saharan Africa and MENA regions. He/she will be actively involved in all commercial and administrative aspects, including strategy and potential opportunity assessment.

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Primary Duties & Responsibilities

- Sourcing and assessing new business opportunities as well as developing and implementing strategies to open-up new channels and partnerships in Sub-Saharan Africa and MENA regions.
- Keep track, update and report on business development activities to the line manager on opportunities and actions required to optimize business and drive growth.
- Assist and pro-actively support commercial activities from negotiation to deal closing with project developers for project acquisition agreements or co-development opportunities.
- Draft Power point presentations to support marketing activities.
- Market research activities to report on PV Solar trend activities in assigned regions.
- Assist the line manager on client communication and follow ups.
- Continuously fine-tune and adapt to the company's business strategy, value-proposition and resource plan.

Qualifications & Experience:

- Minimum 3-5 years in a commercial management role in the energy or infrastructure industry with a strong understanding of project financing and business development
- Good understanding of project finance and ability to understand project financial models
- A Bachelor's degree is required (engineering / business or technical field of study is a plus)
- Proficient use of Microsoft Office (Word, Excel, PowerPoint)
- Ideally familiar with Sub-Saharan Africa market regions for renewable energy business activities
- Fluency in English is a must. Additional languages are welcome (French)

Personal Skills:

- Excellent interpersonal skills, to be used when dealing with individuals of various levels of authority and of diverse cultural backgrounds are necessary; therefore, work experience in a global structure is required
- Excellent communication skills, both on an oral and written level
- In-depth knowledge of the renewable energy industry and its current events
- The ability to handle pressure and meet deadlines