

**Project Development Manager,  
PV Systems - French Speaker**

**Full-time Position**

**Dubai, UAE**

**Date Posted: May 28<sup>th</sup>, 2017**

**Closing: June 28<sup>th</sup>, 2017**

**About the Opportunity:**

**To proactively develop and support Phanes's PV business in Africa providing market growth.**

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**<https://www.linkedin.com/company/phanes-group>**

**Job details:**

The incumbent will be a highly motivated self-starter with a proven track record in solar photovoltaic project development. This position will be based in Dubai and is an opportunity to develop Phanes Group's international business with a focus on Africa. This position may require extensive international travel outside of Dubai and to African countries on a regular basis.

- Forming part of the Business Development and Project Development Teams though supporting the analysis and development of projects;
- There is a need for the individual to be demonstrably competent and experienced to be able to assess and recommend activities towards successful commercialization in all aspects of project development including, but not limited to:
  - Financial
  - Technical
  - Commercial
  - Land Tenure
  - Legal
- Supporting the submission of projects developed through RFP's and through direct bi-lateral contracts for power generated through solar PV in Africa

**Key activities and responsibilities:**

- Provide support finding technically and commercially attractive PV opportunities in Southern Africa and the broader African continent
- Identify qualifying projects and early stage developers in target countries, as well as developing strategies leading to negotiating and closing/signing co-development agreements, in line with our strategy in the region
- Developing the underlying analysis and assessment protocols for the specific projects that BD would be presenting.
- Working closely with and supporting Phanes development and investor partners in Southern Africa.
- Support and attendance at conference and marketing events
- Identifying additional markets in Africa and Southern African and developing strategies to enter these markets
- Creating commercial and technical assessments for decision making through the presentation style required of an investment committee.
- Weekly reporting on project pipeline, completion of project assessments and market developments
- Learning, reporting and recording on policy and legislation developments in country
- Understanding country requirements regarding local content, tax, import duties, land tenure and qualifying partners.

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- Finding solutions to overcome these barriers.

### Qualifications and experience:

- Proven track record in high value PV (or renewables) international project development
- Highly self-motivated and with a lot of drive and energy
- Strong initiative, drive and creative thinking
- Fluent in English and French. Other languages will be an advantage
- Ability to work individually and as a team
- Excellent communication skills
- Proven track record of delivering high quality work in an investment committee based environment
- Strong networking capability in the third party service provider sector servicing solar plants
- Existing relationships with project developers and the supply chain
- Understanding of Solar PV
- Understanding of financial modelling is desirable, but not essential
- Willingness to travel extensively abroad when required
- Understanding the frameworks around which renewables and specifically solar originate

### Competencies / Skills / Experience / Attributes

- Commercial Awareness
- Initiative / Proactivity
- Planning and Organising
- Analytical Skills
- Technical Skills
- Communication Skills
- Building Relationships
- Teamwork and Co-operation
- Word and Excel
- PowerPoint
- Service focus/Internal and External Customers

### About Phanes Group

Phanes Group is an international solar energy developer, investment manager and asset manager strategically headquartered in Dubai, UAE with offices in Switzerland and South Africa. Established in 2012, Phanes Group has a growing portfolio of solar investments and developments that currently span five geographies globally, including Chile, United Kingdom, Dominican Republic, the United Arab Emirates and Sub-Saharan Africa. The group's cumulative clean power contribution stands in excess of 70 megawatts, with a further 1 GW under development or at the planning stage. The firm's management team brings substantial experience in capital markets, photovoltaic solar project development, risk management, and asset construction.