

Senior Business Development Manager

Full-time Position
Dubai, UAE

Date Posted: June 28th, 2017
Closing: November 1st, 2017

About the Opportunity:

Phanes Group is currently looking to add a Senior Business Development Manager to the team, who will be responsible for the project development and execution phase in both MENA and Africa regions. Developing projects from inception to executed construction contract and working as part of an internal technical, operations and finance team through late stage development.

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Primary Duties & Responsibilities

- Assess new opportunities as well as contributing to developing and implementing strategies that open up new channels and partnerships in Africa and MENA regions;
- Lead project development activities from inception to executed construction contract with technical, legal and finance support;
- Prepare RFP's with technical team for third party service providers;
- Create commercial and technical proposals;
- Create project development plan and coordinate with technical, legal and finance team within set timelines parameters for the project execution till financial close;
- Pro-actively support all commercial activities from negotiation to deal closing with project developers for project acquisition agreement or co-development opportunities;
- Negotiate with banks, equity partners, debt providers, commercial counter parties;

Qualifications & Experience:

- Minimum 10-15 years in a commercial management role in the energy or infrastructure industry with a strong understanding in project development and business development;
- Good understanding of project finance and ability to understand project finance model;
- A Bachelor's degree is required (engineering/business or a technical field of study is an advantage);
- Proficiency in the use of Microsoft Office (Word, Excel, PowerPoint)
- Fluency in English is a must. Additional languages, especially French is an advantage.
- Deep knowledge of relevant contractual documents, EPC agreements, PPAs, Development agreements, etc.
- Strong team leadership skills

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 oral and written levels;
- In-depth knowledge of the renewable industry and its current events;
- The ability to handle pressure and meet deadlines.

About Phanes Group

Phanes Group is an international solar energy developer, investment manager and asset manager strategically headquartered in Dubai, UAE. Established in 2012, Phanes Group has a growing portfolio of solar investments and developments that currently span five geographies globally, including Chile, Dominican Republic, the United Arab Emirates, the United Kingdom, and Sub-Saharan Africa. The group has a distinct focus on emerging markets, with a cumulative clean power contribution standing in excess of 70 megawatts, and 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. The Group launched in 2016 a dedicated asset construction division as well as its first regional branch, based in Johannesburg South Africa – extending its in-house capabilities across the value chain.