PHANES GROUP®

Project Development Manager, PV Systems – Micro Grid and Storage Systems

Full-time Position
Dubai, UAE
Date Posted: July 17th, 2017
Closing: November 1st, 2017

About the Opportunity:

Phanes Group is currently looking to add a Project Development Manager with main focus on African markets and good level of French language as a must, to proactively develop and support Phanes' PV business in Africa providing market growth with a focus on projects regarding solar mini grid development, storage and stand-alone systems.

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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, preferably with a record of experience in electrification in rural villages or solar micro grid and storage systems application. This position may require extensive international travel outside of Dubai and to African countries on a regular basis.

- Forming part of the Project Development Team 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:

    - Technical (Solar, storage, off grid systems)
    - Site Assessment
    - EPC and O&M Commercials
    - Project Financing
    - 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:

- Being Project Manager to develop technically and commercially PV opportunities in Africa with a focus on rural electrification projects.
- 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 Africa.
- Engage with local and international stakeholders, covering all aspects of the project
- Analyze the actual market and develop payment strategy and business models for the off-grid applications (i.e. PAYG solutions)
- 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 for rural electrification projects

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- Understanding country requirements regarding local content, tax, import duties, land tenure and qualifying partners.
- 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. French and 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 and Solar Stand-Alone systems
- 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.