

Senior Business Development Manager

Full-time position
Dubai, UAE

About the opportunity:

Phanes Group is currently looking to add a Senior Business Development Manager to the team. They will be responsible for both project development and execution phases within MENA and other African based regions.

The role will involve generating, developing and coordinating projects from inception through to executing construction contracts. They will work closely with in-house technical, operational and financial teams through to late stage developments.

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Primary Duties & Responsibilities

- Originate and assess new solar PV project opportunities; as well as contributing to developing and implementing strategies that open up new channels and partnerships in sub Saharan Africa and MENA regions;
- Lead project development activities from inception to executed construction contract with technical, legal and finance support;
- Prepare, coordinate and manage all RFP's with technical team for third party service providers;
- Create and maintain both commercial and technical proposals;
- Generate project development plan and coordinate with technical, legal and finance teams within set timelines parameters for the project execution till financial close;
- Proactively support all commercial activities from negotiation to deal closing with project developers. Including project acquisition agreements or co-development opportunities;
- Support Structured Finance Department in negotiating with DFIs, debt providers and commercial counter parties;

Qualifications & Experience:

- Experience with solar PV technology, Solar project developer or IPP preferred;
- Minimum 10-15 years in a commercial management role in the energy or infrastructure industry, with a strong understanding in project and business development;
- Good understanding of project finance and ability to understand project finance models;
- 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.
- Strong knowledge of relevant contractual documents, EPC agreements, PPAs, Development Agreements, etc.
- Strong team leadership skills

Personal Skills:

- Excellent interpersonal skills, including when dealing with various levels of authority and of diverse cultural backgrounds. Therefore, work experience in a global structure is required.
- Excellent communication skills, both oral and written;
- In-depth knowledge of the renewables industry and its current events;
- The ability to handle pressure and meet sometimes tight deadlines.

About Phanes Group

Phanes Group is an international solar energy developer, investment and asset manager, strategically headquartered in Dubai with a local footprint in sub-Saharan Africa, through its office in Nigeria, the region's largest economy. Cumulatively, the company's global clean power contribution is in excess of 70 MW, with a further 1.5 GW in the pipeline – including 227.5 MW of grid connected PV solar in Nigeria across three different projects. The first of the three Nigerian projects, in the Sokoto region, is backed by one of the Nigerian government's 14 PPAs. In addition, the group is developing off-grid solar solutions to ensure communities across the region have access to a stable and clean energy supply.