Senior Commercial Manager

Full-time position
Dubai, UAE

About the Opportunity:

The Senior Commercial Manager will work with the VP of Business Strategy and Special Projects on all new projects including co-development activities and acquisitions. Although the position is not related to origination of new business, a strong commercial acumen is required. This position is for a candidate with excellent understanding of Solar PV project development, key project risks and managing project agreements.

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Duties & responsibilities:

- Manage full assessment of project opportunities including, but not limited to, regulatory, legal, commercial, technical and high-level financial modelling aspects;
- Determine resources and requirements needed for development of effective and quality projects;
- Coordinate selected commercial activities from negotiation to deal closing with project developers, including project acquisition and/or co-development opportunities;
- Coordinate with internal teams and external stakeholders to enable smooth project transition from origination until financial closing;
- Act as a focal point for all project related information in initial stages and running the projects themselves via internal approval processes, such as Investment Committees and decision-makers;

Qualifications & experience:

- MBA or MA in economics, finance, engineering or other relevant field with strong commercial acumen and analytical skills;
- Minimum 5 years' experience in the Solar industry, in a position with commercial exposure related to project development;
- Experience in PPA negotiations, project M&As, project development and budgeting;
- Work experience at major independent power producers, project developers or infrastructure funds is mandatory;
- Understanding project development operation mode and key project / project acquisition documents such as PPA, IA, JDA, SPA;
- Good understanding of project finance and the ability to understand project finance models;
- Fluent written and spoken English is a must, Russian is advantageous;
- Advanced skills in MS Excel and a strong proficiency in written and presentation skills.

Personal skills:

- Proactive, strategic, an analytical thinker and problem solver;
- Ability to travel for business needs as required;
- Ability to learn, understand and clearly explain complex concepts (financial structures, energy policies, tariff structures);
- Strong multitasker who can work under pressure and deliver on a timely basis with a high degree of accuracy;
- Self-motivator and disciplined, proactive with ability to prioritize and results driven.

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.