

# Business & Project Developer

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**Grade:** D2

**Department:** New Business Development

**Line Manager:** Bernd Vincent Walbaum

## PURPOSE OF THE POSITION

To develop energy and storage projects in Namibia. Responsible for the project support of such new projects and execute those.

## QUALIFICATIONS & EXPERIENCE

- Bachelor's degree in engineering, finance or business.
- 3-year business experience preferably in renewable energy business and project development.
- Experience in project development / execution in the renewable energy sector would be an advantage.
- A post-graduate qualification will be an added advantage.

## KEY ACCOUNTABILITIES

### New Business Development

- Identify and research new project opportunities.
- Systematically identify target industries and target off-takers.
- Create and manage contact and business development pipeline database.
- Establish, grow, and maintain relationships with key influencers, relevant stakeholders and potential clients and off-takers.
- Determine sales strategy to secure opportunities.
- Evaluate customers, competitors and other market influencers and ensure competitive advantages.
- Understand the renewable energy market including regulations, licensing, and project financing.

### Project Development and Implementation

- Support and lead various technical aspects of the Project's approval, permitting, licensing deliverables and requirements during the pre-construction and pre-financed development phase.
- Lead tender processes.
- Manage and present technical and financial proposals and solutions to potential customers.
- Review basic legal contracts.
- Assist and support Project Managers to implement and construct specific projects.
- Assist in developing projects from inception to hand-over.

