

OPPORTUNITY

OPPORTUNITÉ

OPORTUNIDADE



## HUMAN RESOURCES

### SUBJECT: Communication – Announcement

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

### Development Manager (F/M)

We are looking for a Development Manager to reinforce our project development Team in Kenya.

Your main duties for this position :

- Spearhead the project development team to Identify, develop and evaluate new projects and opportunities for solar, wind, storage and hybrid technologies in Kenya;
- Focus on (i) development of greenfield projects, from prospecting sites, undertaking studies, securing land, obtaining necessary permits and authorizations etc ...  
(ii) identifying large electricity users, developing dedicated renewable energy power plants to meet their needs, preparing layouts, negotiating power purchase agreements, securing all necessary permits and authorizations, preparing internal investment proposals;
- Manage the development team, development activity and the sales leads to achieve the objectives, execute the strategy, address the priorities, and comply with the budget agreed with the Head of Europe & Africa Affiliates and the Country Manager;
- Manage the project development team to ensure we have the necessary people, processes and systems in place, that all employees are aware of and aligned with the objectives and priorities for the development of Voltalia's Business in Kenya;
- Determine strategic key target sectors, present Voltalia in front of large consumers; Engage with primary potential clients to gather business and technical requirements, determine business needs and develop appropriate renewable energy solutions;
- Identify, lead and manage local authorities within governorates where solar and wind projects are forecasted, that includes establishing direct communication with local mayors and administration officials;
- Contribute to Country's strategic planning and budgeting process;
- Work with Voltalia internal and external BL teams in all the technical, legal and commercial activities necessary for the success of the projects;
- Prepare, review and present the investment proposal to Voltalia's Executive Committee;
- Full awareness of Renewable Energy Industry insights, business intelligence and market analysis;
- Foster a lean, efficient and performant working environment within the various internal BL teams;
- Maintain and promote the HSE culture and values, strength and reputation of the company.

#### Qualifications:

- Experience in Kenya in an equivalent position;
- Strong knowledge and relevant experience in the renewable energy field;
- Proven track record in Kenya in leading development teams for renewable energy projects;
- Proven strong network of contacts with the local authorities;
- Proven track record managing focused teams of +5 people;
- Confirmed experience (+ 10 years) in Solar and/or wind Green Field projects;
- Confirmed experience (+ 10 years) in project management, PMP qualification is a plus;
- Engineering degree or equivalent;
- Master's degree in a technical field and/or business;
- Fluent English;
- Computer proficiency.

● SOLAR ● WIND ● HYDRO ● BIOMASS ●

At Voltalia we are passionate about **renewable energies!** We are an electricity producer from wind, solar, hydro and biomass, and also a service provider to 3<sup>rd</sup> party clients such as **Development, EPC, O&M and Distribution.**

Today we are in **18 countries, split among 4 continents**, and offering a **global operating capacity** to our clients. We are listed on the regulated Euronext market in Paris since July 2014.

Do you have the energy we need ?

Announcement Date: 25/09/2020

REFERENCE  
RECRUT/DM/KE

COMPANY  
Voltalia

BUSINESS LINE  
DEVELOPMENT E&A

JOB TITLE  
Development Manager

LOCATION  
Nairobi - KENYA

STARTING DATE  
ASAP

**Personal skills:**

- Excellent knowledge of the Kenyan electrical sector, regulation and regulatory environment;
- Sales and growth-oriented attitude;
- Positive attitude and motivational skills to enhance efficiency and collaboration between business lines;
- Leadership capacity, team player, presentable & confident;
- Financial modelling understanding;
- Excellent communication skills both written and verbal.
- Excellent networking, persuasion, negotiation and deal closing skills;
- Ethical with drive to succeed;
- Excellent project management and customer relations skills;
- Research, strategy & business intelligence skills;
- Build and lead cross-functional teams;
- Excellent problem-solving skills and attention to detail;
- Passion for performing on time and on budget;
- Autonomy, creativity and initiative;
- Commitment to promoting the success of others.
- Open minded, Willing to receive and accept feedback, as well as giving constructive criticism to peers

Thank you for sending your application (CV + LM) by mail to: [humanresources.intl@votalia.com](mailto:humanresources.intl@votalia.com) quoting the reference : RECRUT/DM/KE

**HR International Team**