

OPPORTUNITY

OPPORTUNITÉ

OPORTUNIDADE



HUMAN RESOURCES

SUBJECT: Communication – Announcement

SUJET: Communication – Communiqué

ASSUNTO: Comunicação – Comunicado

Project Analyst Junior (F/M)

We are looking for a Project Analyst Junior in Kenya able to follow the actual leads, secure the development of the opportunities, negotiate and close the deals.

Your main duties for this position :

- Identify and evaluate new projects and opportunities for renewable;
- Contacting potential clients, setting up Business meeting;
- Develop and implement a midterm business development/sales plan to feed the growth of Kenyan pipeline of renewable energy projects for Corporate Clients;
- Hands-on Business profitability and investment proposals;
- Develop and secure the pipeline of Corporate clients;
- Interact and engage with potential clients, local and regional authorities, national and regional business associations and international business clubs;
- Gain detailed insight of competitive environment;
- Negotiate and secure business opportunities meeting the company's objectives, investment guidelines and budget;
- Work with the internal and external teams in all the technical, legal and commercial activities necessary for the success of the projects;
- Coordinate with the International Portfolio Development team on all interactions with relevant internal and external stakeholders to assess viability of projects;
- Contribute to Country's strategic planning and budgeting process;
- Maintain and promote values, strength and reputation of company and its business lines in markets of responsibility.

Qualifications:

- Management and Business school or Engineer's degree
- Master of Business Administration would be a plus
- First experience in renewable Energy is recommended
- Local language and English native speaker mandatory, French is a plus;

Personal skills:

- Sales and Growth oriented attitude;
- Excellent communications skills
- Strong work ethic & team player with a Positive, "can do" attitude;
- Ability to manage time and tasks efficiently, especially when under pressure or tight deadlines;
- Negotiation skills, autonomy and initiative;
- Willing to receive and accept feedback, as well as giving constructive criticism to peers;
- Ability to travel all over Kenya and in Remote areas.
- Ability to work in a Multicultural Business environment
- Resourceful and critical thinker, not only pointing out problems but also proposing solutions and ideas

Thank you for sending your application (CV + LM) by mail to: humanresources.intl@vitalia.com quoting the reference : RECRUT/PAJ/KE

HR International Team

● SOLAR ● WIND ● HYDRO ● BIOMASS ●

At Vitalia we are passionate about **renewable energies!** We are an electricity producer from wind, solar, hydro and biomass, and also a service provider to 3rd 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: 24/09/2020

REFERENCE
RECRUT/PAJ/KE

COMPANY
Vitalia

BUSINESS LINE
DEVELOPMENT E&A

JOB TITLE
Project Analyst Junior

LOCATION
Nairobi - KENYA

STARTING DATE
ASAP