

Position Title	Senior Manager - Project Development, South Africa
Reporting to	Chief Development Officer
Direct Reports	

Position Purpose
<p>Develop end-to-end Renewable Energy power projects until financial close, including greenfield projects and acquisitions. Coordinate and lead the engagement and exchanges with lenders and equity investors/co-developers, including the negotiation of the related agreements (financing agreements, joint development agreements, shareholders agreement, etc.). Lead exchanges with all project stakeholders (Government officials, contractors, advisors, utilities, etc.), including the negotiation of the project contractual documentation (PPA, concession agreement, EPC contract, O&M contract, etc.). Hand over project to construction team at financial close.</p>

Responsibilities
<p>Feasibility Studies and Due Diligence</p> <ul style="list-style-type: none"> • Manage Feasibility Studies including the selection of the relevant consultants • Manage technical, financial and legal due diligence of project • Identify related project risks and risk mitigation measures • Perform project site visits • Assess the economic, technical and commercial viability of the project further to the feasibility studies and the due diligence, and make a recommendation regarding the next steps <p>Co-development/co-investment (when relevant)</p> <ul style="list-style-type: none"> • Identify potential partners for project co-development/co-investment when relevant • Support in screening partners for compliance • Support in structuring Joint Ventures and Partnerships • Negotiate Shareholder Agreements, JV Agreements, JDAs in conjunction with the legal and project finance teams <p>Financing</p> <ul style="list-style-type: none"> • Identify potential lenders for the project and approach them with the project finance team • Negotiate the mandate letter • Support with negotiating the financing term-sheet • Be the focal point for lenders for all topics related to the completion of their due diligence

Project Documents

- Manage the drafting/finalization of the project documents (PPA, Concession Agreement, Interconnection Agreement, Land Lease Agreement, etc.)
- Negotiate the project documents with the authorities and/or the off-taker
- Be the focal point for the counterparty to close the project documents and proceed with their execution

Financial Close

- Support with Financial Modeling inputs, assumptions & results
- Support with negotiation of loan agreements
- Lead satisfaction of Conditions Precedents (CPs)
- Attain Financial Close with lenders for the project

Support the Construction and Operation team with the following:

Engineering, Procurement, Construction (EPC)

- Shortlist EPC contractors
- EPC Requests for Proposals
- Evaluation of technical and commercial EPC proposals
- Negotiation and execution of EPC term-sheet then EPC contract

Operations and Maintenance (O&M)

- Shortlist O&M contractors
- O&M Requests for Proposals
- Evaluation of technical and commercial O&M proposals
- Negotiation and execution of O&M term-sheet then O&M contract

Person Specification	
Experience Requirements	<ul style="list-style-type: none"> • 8-10 years in the renewable energy sector (solar & wind) • Experience large development renewable companies for or in South African countries. • Proven track record of closed at least 2 projects in solar and wind power • Must be fluent in French and English language
Education Requirements	<ul style="list-style-type: none"> • Bachelor's Degree in either Engineering, Finance or Business related subject • Master's degree in the energy or power domain • Professional finance or technical certification
Required Role Related/Technical Skills	<ul style="list-style-type: none"> • Quantitative and Qualitative analysis - Intermediate • MS Office Suite - Intermediate • Contract management – Intermediate • Risk Analysis – Expert • Excellent oral and written communication Skills – in French and English
Interpersonal/ Behavioural Skills	<ul style="list-style-type: none"> • Stakeholder Management • Negotiation • Delivering Results • Accountability • Problem Solving

Reviewed by	
Job Title	
Date	