



Senior Business Development Manager

Introduction to SOLA

The SOLA Group is a vertically-integrated provider of renewable energy solutions, aiming to transform Africa through clean energy. With over 13 years of experience, SOLA's expertise lies in the origination, development, financing, engineering design, project management and Operations and Maintenance of renewable energy facilities. For more information, visit www.solagroup.co.za.

The overall purpose of the position:

This is a senior role in the SOLA structure with broad responsibility for fuelling the company's pipeline of buyers and bringing new services to untapped markets. The purpose is to sign further PPAs, close private utility projects and drive the expansion of our energy services.

Location: Preferably Cape Town with frequent travel to JHB.

Summary of Responsibilities:

- Create new client relationships and leads for the SOLA Group.
- Build on and enhance our relationships with commercial and industrial energy clients.
- Deliver proposals to prospective Buyers.
- Sign SOLAs Letter of Intent on a bilateral basis.
- Respond to selected RFPs.
- Build on SOLA's extensive client book to bring new services to long-standing clients and prospective clients including identifying new opportunities, as well as innovative offerings and products involving solar PV and energy storage.
- Negotiate PPA key terms and full-form PPAs for short and long-term PPAs
- Manage and report on key sales targets and metrics to the management- and executive committees.
- Implement key strategic projects aimed at developing new products, understanding new markets, improving organisational processes within the business development unit, and tapping SOLA's broad network of C&I buyers.
- Interface with SOLA's development, engineering, project management, asset management and operations and maintenance teams to align and continuously improve our market offerings.

Minimum Requirements:

- The preferred candidate must have a technical and/or commercial degree.
- At least five years' sales and technical experience (ideally in solar energy).
- Must be a proficient negotiator, with a track record of negotiating and executing Power Purchase Agreements (PPAs) for solar PV projects.
- Experience in tendering and winning renewable projects in either government or private markets.
- Experience in BESS and wind is an added benefit.
- Experience in using CRM platforms to manage and track sales and business development activities.
- Strong commercial background involving demonstrated history of authority and decision making on large renewable energy projects.
- Strong organisational skills, with the ability to persistently and consistently build and maintain a sales pipeline.
- The ideal candidate will be personable and engaging.
- Proficient with MS Office and Google Suite.
- Self-motivator, who can work under pressure and think on his/her feet

CLEAN ENERGY FOR AFRICA

SOLA GROUP (PTY) LTD | T: +27 (0)21 421 9764 | INFO@SOLAGROUP.CO.ZA | WWW.SOLAGROUP.CO.ZA

DIRECTORS: B. DAMES | C. HAW | D. CHENNELLS | D. WILLS | S. HAW | T. BOARDMAN | REG. NO 2012/042769/07

- The ideal candidate will be passionate about the renewable energy industry and will embody respect and responsibility in the full sense of the word, while enjoying contributing to a team of highly knowledgeable professionals.

At SOLA one of our core values is *Dig Diversity* and we are committed to transformation and embracing diversity. This commitment is what drives us to achieve a diverse and inclusive workplace, representative of the demographics of our society. We therefore give preference to applicants from the designated groups in alignment with our Employment Equity plan.

To apply for this vacancy, please submit your CV to hireme@solagroup.co.za.

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