



Project Developer

Introduction to SOLA

SOLA is a 100% South African, vertically integrated renewable energy solutions provider, specialising in the development, construction and operation of solar PV and battery energy storage projects. One of the first dedicated utility-scale solar PV developers in South Africa, SOLA has successfully developed more than 1 GW of solar PV projects and has established its position as the market-leader in corporate PPAs and wheeling. We focus on partnering with the private sector to deliver clean energy to businesses across South Africa using cutting edge clean energy generation and storage technologies.

The overall purpose of the position:

SOLA plans to simultaneously expand its project pipeline and continue closing numerous cutting-edge and industry leading projects. The portfolio will be expanded by securing, developing and acquiring a large portfolio of utility-scale renewable energy projects in Southern Africa. The Project Developer is expected to take responsibility for implementing the portfolio expansion strategy and also taking advanced projects to Financial Close (FC).

Reports to: Head of Project Development

Location: Cape Town

Summary of Responsibilities:

Technical

- Identify, build up and maintain a landowner contacts database for new and existing project sites.
- Understanding of legal agreements specifically for lease and servitude agreement, share purchase agreements, consultant service agreements, informing the team on regulatory changes or updated lenders requirements.
- Understanding of land and land-use related regulations and permit applications, specifically in respect of municipal rezoning land claims, subdivision and the Subdivision of Agricultural Land Act.
- Understand and screen technology specific technical aspects in the site selection process.
- Build, maintain and implement ArcGIS, QGIS and Google Earth systems.
- Apply for and obtain all necessary permits required in the Project Development lifecycle.

Administrative/Operational

- Landowner engagement from early stage to land lease and servitude negotiations and execution for the new project portfolio.
- Continuous landowner updates for early stage and advanced projects over the entire project portfolio.
- Play a key role in Financial Close processes for land and permitting related matters.
- Engage with Lenders and Sponsors legal on all land matters to successfully and efficiently reach Financial Close of each year's selected priority projects.
- Report on progress and budgets on various development projects.
- Support land-related and permit applications, resolve objections/appeals, and unlock permitting delays.
- Prepare strategic reports for new project prioritisation taking into account the screening processes, competitor database, grid information etc.

Interpersonal

- Extensive traveling, alone or with colleagues, for frequent multi-day trips for face-to-face engagement with land owners, municipalities and other stakeholders.
- Build positive relationships with landowners and other stakeholders.
- Negotiate in a fair and respectful manner.
- Quickly develop a detailed understanding of SOLA, the company's business model and the renewable energy development process, in order to be able to 'sell' the SOLA brand and respond to land owner's questions on our business and renewable energy projects.

POWERING POSITIVE ENERGY

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

- Ongoing stakeholder engagement including government departments, local municipality, community and non-profit I&APs.
- Engagement with other project developers, land owners, project partners, clients etc.
- External stakeholder management; specifically for consultants and advisors.

Key Performance Indicators

- Screening and identifying a target amount of MW of new renewable energy sites.
- Signing of new land and servitude agreements at a target amount of MW.
- Successfully reaching Financial Close of an agreed number of utility projects.
- Key metrics for FC process met on time (e.g. outstanding permits delivered on time).
- Management of external contractors, with deliverables on time and within budget

Minimum Requirements:

Qualifications and Experience

- At minimum, a BSc degree in Townplanning, Conveyancing, Engineering, Project Management or Science.
- Must have a minimum of 5 years experience in Project Development, Sales or Property Industry, Land Surveying, Townplanning or Conveyancing including detailed contract negotiations.
- Experience in Renewable Energy Development, as well as Sales and/or Property would be advantageous.

Technical Competencies

- Must be fully proficient in English and Afrikaans (verbal and written communication); additional languages would be advantageous.
- Must be fully computer literate (MS Office Suite and Google App Suite, GIS and/or Google Earth).
- Must be comfortable in reviewing and negotiating legal contracts, such as land lease and servitude agreements.
- Ability to create and monitor project schedules and budgets.
- Active involvement in project development to advance projects through the various development stages eg.environmental and technical sensitivity screening of project sites, permitting and land workstreams, etc.
- Must have a valid driver's license for longer than 3 years.
- Rapid expansion of skills and experience is to be gained across all stages of the project lifecycle.

Behavioural Competencies

- Unwavering personal integrity and ability to engage positively with a wide variety of stakeholders.
- Flexibility to work within tight deadlines and handle pressure.
- Ability to work independently and as part of a small and dynamic team.
- Strong desire to learn and grow within a multidisciplinary environment.
- Engage and work with a diverse range of internal and external stakeholders.
- Independent and critical thinker with strong analytical ability and commercial awareness.
- Problem solving and positive approach to dealing with challenges.
- Excellent communicator.
- Appreciation of a "work hard, play hard" philosophy and SOLA's corporate values.
- 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 complete this [screening questionnaire](#) and send your CV to hireme@solagroup.co.za

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