

# Exciting career opportunity



## Business Development Manager

Our Client, a reputable player in the renewable energy sector in Kenya, is looking for a highly motivated and dedicated individual to fill the role of Business Development Manager.

Reporting to the Executive Chairman, the selected candidate will be responsible for driving investment in grid-scale renewable energy projects focusing on Wind, Solar, and BESS. This includes preparing proposals, conducting feasibility studies, and performing financial modeling to support investment decisions and fundraising efforts.

### Key roles and responsibilities

- Act as a strategic partner, managing key stakeholder relationships, and empowering colleagues through information sharing.
- Engage with governments, local communities, customers, and strategic partners to ensure effective communication.
- Identify new opportunities, develop growth strategies, and lead investment proposal development in collaboration with internal teams.
- Drive growth initiatives, optimize resource utilization, and ensure profitability of investment proposals.
- Conduct financial modeling, optimize capital structure, and enhance organizational profitability.
- Support investment decisions, conduct feasibility studies, and assess sustainability for grid-scale projects.
- Negotiate contracts with governments, clients, and suppliers to secure favorable terms and manage risks.
- Identify and mitigate potential risks, ensuring compliance with legal and regulatory requirements.
- Conduct regulatory assessments, monitor changes, and maintain environmental compliance standards.
- Manage permitting processes for renewable energy projects, ensuring regulatory adherence.
- Analyze energy market trends, assess opportunities, and provide strategic insights.
- Evaluate market competition, identify risks, and support business development strategies.

- Empower team members, foster a collaborative culture, and lead to build a high-performance team.

### Academic/Professional Qualifications and Experience:

- Bachelor's degree in Engineering (Electrical, Mechanical, or Renewable Energy) and Finance, Accounting, or a related field.
- A Master's degree in Business Administration, Finance, or Energy Systems will be an added advantage.
- Professional certifications such as CFA, CPA, or relevant Engineering accreditation (e.g., Registered Engineer) are an added advantage.
- Demonstrated expertise in financial modeling and analysis
- A minimum of 10 years of experience in roles related to renewable energy, business development, or financial analysis, with a proven track record in grid-scale renewable energy projects, including Wind and Solar.
- Experience in negotiating Power Purchase Agreements (PPA) and managing regulatory and permitting processes for renewable energy projects.
- Possess deep understanding of the energy and power ecosystem in Kenya and the region, including utilities, off-takers, and the regulatory landscape.
- Strong communication and stakeholder management skills, with a collaborative approach and the ability to engage effectively with diverse stakeholders, including governments, local communities, customers, and strategic partners.
- Demonstrated capability to consistently keep abreast of renewable energy trends, financial markets, and industry ESG standards by engaging in ongoing research and knowledge enhancement.

If your career aspirations match this exciting opportunity, Please send your application for your consideration to this email: [hrrservices@kpmg.co.ke](mailto:hrrservices@kpmg.co.ke) quoting 'Business Development Manager' by 17 March 2025.

Please note that only shortlisted candidates will be contacted.