PowerGen
RENEWABLE ENERGY

PowerGen Renewable Energy - Business Development Manager, Nigeria

Position: Business Development Manager, Nigeria
Location: Lagos or Abuja (expected travel throughout the country)
Start Date: TBD

PowerGen Renewable Energy is a micro-grid developer, implementer, and operator with an operational hub in East Africa and a new business in West Africa. Over the past seven years, PowerGen has been reshaping the prevailing rural electrification model on the continent. PowerGen is creating an African energy system that utilizes clean, renewable energy and smarter grids to deliver power to all.

If you are excited about putting Africa at the forefront of a global energy paradigm shift, starting with Nigeria, then this is the job for you.

What You'll Make Happen:

Management

- Lead all PowerGen Business Development activities within Nigeria.
- Support in building and leading the most efficient, motivated, and high-caliber team on the continent for implementing mini-grid and renewable energy technology.
- Instill PowerGen's values and standards of excellence within all new employees on the Nigeria team.
- Coordinate between the Nigeria business and other PowerGen business units including headquarters and other country BUs.

Project Pipeline

- Drive and manage the cultivation of projects that match PowerGen's vision and roadmap, specifically C&I, DISCO partnerships, and Urban Grids.
- Lead negotiations between PowerGen and potential clients.

Regulatory Engagement

- Develop and build government and regulatory body relationships, both at a federal-level with REA, NERC, PHCN, NESREA, and others, and also at a state-level
- Ensure that PowerGen always meets its regulatory obligations in Nigeria.
- Represent PowerGen at national-level policy feedback and negotiation sessions.

External Relationship Management

- Manage relationships with key partners across the private and public sectors, academia, and governmental institutions.
- Represent PowerGen at industry events, and identify and cultivate important new partners.
- Contribute to PowerGen's sector leadership through media engagement.

Finance

- Support the Commercial Development Team (Nairobi) in identifying and closing both project and corporate financing for all Nigeria-related work.
- Explore different financing entity structures, interfacing with lawyers, accountants and tax advisors to implement the most efficient structure for PowerGen's Nigerian entity.

DISCO Projects

- Utilize your existing knowledge of DISCOs, to develop and enact a strategy to work with them and build PowerGen customer connections throughout Nigeria.
- Lead project development and management. Coordinate with execution teams to deliver projects on-time and under budget.
- Design and lead long-term personnel resource planning and recruiting for your team

C&I Projects

- Develop and enact a strategy of cultivating commercially viable projects for private off-takers.

What Excites You:

- Pioneering a completely new asset class that will require billions in capital over the next decade.
- Help in building a business from the ground up and scaling it across an entire country.
- Driving complex projects with significant operational hurdles that accelerate energy access in Nigeria.
- A fast-paced environment where individual decision-making is expected.
- Having autonomy to implement your creative solutions – not just coming up with ideas, but possessing the commitment and skill to implement them.
- Tackling big, thorny problems that will define the future of energy for a continent.
- Excellence – in your peers, in your work, and in our company's commitment to our customers.
- Passion for organization, details, and precision in all you do.

You Already Have:

- 7-10 years of experience managing teams or large-scale projects
- Experience in the energy, clean tech or utility sectors
- Ability to maintain complex financial models and translate analysis into action
- In-depth understanding of the operational nuances of running a business in Nigeria
- Significant work experience in Nigeria or other West African markets
- Excellent written and oral communication skills
- An entrepreneurial mindset or experience starting a company
- Strong proficiency in Excel, PowerPoint and other MS Office products
- Fluency in English required. Local language skills preferred.
- Enthusiasm in working for the field of renewable energy!

Benefits and Compensation

A competitive package including annual compensation, performance bonuses, health insurance, professional development and team building events. And you'll be working with a dynamic team of brilliant people passionate about electrifying Nigeria and West Africa!