

## Business Development Manager (Solar) – East Africa

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Company: Mass Staffing Projects

Location: Kenya

Category: other-general

### Job Description

A leading solar EPC with extensive operations in South Africa and Kenya is looking for a Business Development Manager to join their East Africa team to play a key role in supporting the business efforts to grow a behind-the-meter renewable energy business. This role will include developing and managing an organic pipeline of opportunities from inception to close. Coinciding the sales, the successful candidate will be involved in implementing a strategic, innovative and growth-focused commercial and marketing strategy to drive business development within the East Africa region.

Requirements:

- At least 5 years in business development/ sales and marketing/ commercial strategy within the energy industry.
- Have a proven track record in similar business development roles, selling energy solutions and services to Commercial and Industrial customers. e.g. related to solar PV, CHP, energy storage, wind, and green hydrogen.
- Self-starter and Results-oriented: Proven experience in working to targets and achieving them within established timelines in a commercial or sales-driven role.
- Able to lead the customer journey from initial prospect identification to contract execution.
- Able to demonstrate a comprehensive understanding of Renewable energy potential for large energy consumers.
- Related business processes implementation and understanding (including permitting, licensing, and leasing requirements).

- Ability to work with financial models and create detailed customer proposals.
- Demonstrate the drive, vision, and professional resilience required to build a new line of business.
- Demonstrates a collaborative working style.
- Excellent communication and presentation skills.
- Strong Analytical and problem-solving skills.
- Excellent time management skills.
- Experience living and working in Africa (ideally 1-2 years minimum).

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