

## Renewable Energy Business Development Project Manager

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Company: Career Directions Limited (CDL)

Location: Nairobi

Category: other-general

Job Title: Renewable Energy Business Development Project Manager Location: Kenya Type: Full-Time Our client is a market leader in innovative solar energy solutions with operations across Kenya, South Africa, and Zimbabwe. We specialize in providing efficient, green solar energy installations to Commercial and Industrial customers without an initial capital outlay.

Job Purpose: Ideal candidate: Extensive project management background in Kenya's renewable energy sector, focusing on solar and C&I clients. Directly reports to Head of Business Development. Requires in-depth understanding of technical, contractual, financial, and licensing aspects of solar projects. Familiarity with Kenyan energy market and regulatory frameworks essential. Responsibilities: Identify and pursue new business opportunities in the renewable energy sector, focusing on Commercial and Industrial (C&I) clients. Oversee the execution of renewable energy projects, ensuring timely delivery, adherence to budget, and achievement of key milestones. Provide technical guidance throughout the project lifecycle, ensuring compliance with industry standards. Negotiate and manage contracts with clients and stakeholders, ensuring comprehensive agreements. Conduct financial analysis for projects, collaborating with the finance team to secure project financing. Ensure compliance with regulatory frameworks throughout the project lifecycle. Build and maintain strong relationships with key stakeholders. Requirements Qualifications and Skills: Bachelor's degree in engineering, finance, or related field. Advanced degree or certifications preferred. Minimum of 8 years of relevant experience, with at least 2 years in a similar role within the renewable energy sector. Proven ability to drive successful renewable energy projects from conception to closure. Strong sales skills and a track record of developing client relationships. Excellent

knowledge of the local energy market and regulatory frameworks. Strong communication, interpersonal, and analytical skills. Ability to work independently, prioritize tasks, and meet deadlines. Valid driver's license and willingness to travel as required. If you are a self-motivated individual with a passion for sustainable energy solutions, excellent project management skills and experience in a similar role, we encourage you to apply.

7-10 years

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