

Senior Solar Energy Project Executive - Make your mark in the exciting world of Renewable Energy

Genesis Eco-Energy Developments, one of South Africa's leading renewable energy development companies is hiring a **Senior Solar Project Development Executive** to join its team in Cape Town.

You will be part of a team that is developing 5GW+ of renewable energy projects in South and Southern Africa. Though your focus is on large scale projects you will also provide guidance and support to the embedded generation team.

If you want to be part of a team that has helped lead, shape and drive the renewables sector since 2001 then this the team to be part of. Our entrepreneurial results oriented culture enables quick decision-making, encourages a hands-on approach, a high degree of adaptability and flexibility, and personal accountability, and provides exceptional opportunities for professional and personal growth across the Genesis Group of companies. It provides an opportunity for an experienced forward thinking and creative professional, who is passionate about making a difference to our world, to be part of a company with a purpose.

Personal Attributes

You are confident and well presented, strong in both written and verbal English and can speak at least one of the other official South African languages well. You know the market very well and have a good industry network. You are comfortable to work independently with minimal supervision, or in a team. In the same manner, you can work with local land owners and communities through to senior government officials and financiers. You competent to lead teams of people when required. Flexibility is critical as is the willingness to regularly visit sites and liaise with a range of key industry stakeholders in order to achieve results.

Key Roles and Responsibilities:

As a seasoned and experienced member of the development team with a track record of delivery, you will be responsible for the delivery of projects from inception through to project implementation. You know what it takes to get a project from greenfields through to construction. You are innovative and able to develop solutions that address client needs as the market changes and evolves in South Africa.

This includes business development (sourcing new opportunities) as well as project development and execution (acquisition or prospecting through to assessment - due diligence, project acquisition, signing of land agreements, project budgets, feasibility assessments, securing permits, financial modelling) resulting in the delivery a fully permitted project ready for financing. You'll be comfortable to take the project through bidding, financing and on to full implementation if required to do so.

Specific KPIs include, but are not limited to:

- Site and project acquisition (whether greenfield or established projects): evaluating, selecting and developing of a portfolio of projects from pre-feasibility through to fully developed, bid ready and bankable projects;

- Conduct resource assessments, develop initial site designs, lead negotiations with land owners to secure land rights, manage the EIA processes and liaise with various permitting authorities;
- Ensure all projects are fully permitted and authorised so that projects are bid ready and bankable, whether for government (national or municipal procurement), private sector tender calls, or bi-lateral and private sector off-take arrangements;
- Conduct technical due diligence of sites and projects with a particular view to ensuring the technical feasibility of projects (based on our site selection criteria), including developing grid connection solutions, technical design layouts and site development plans;
- Develop and maintain sound relations with Eskom, permitting authorities, local authorities and service providers to ensure projects are delivered on time and innovative grid connection solutions are developed for projects;
- Work closely with owners engineers, OEM's and EPC providers to ensure proper specs are provided and project financial modelling is completed;
- Provide leadership in preparing and submitting projects to various bidding programmes and tender calls, including finance raising and commercial negotiations.
- Produce weekly/month project progress reports, budget updates and financial reporting against projected spend.

Qualifications and Certification:

- Master's Degree in Engineering is preferred (Mechanical or Electrical). A degree in business studies, project management (with a focus on renewable energy projects) or finance will be an added advantage.
- Registration or in-process registration with ECSA or other associated professional bodies is required.
- PMI or PMSA Certification is a distinct advantage and will be required if you are not already registered.

Competence, skills and experience:

- Minimum of 6 years working in Renewable Energy development and / or Project Management with at least 3 at a supervisory or management level. You are competent in the use of project management tools and reporting.
- Well versed in conducting project feasibility studies and motivating projects to senior management and investment teams.
- You have experience in developing a project and seeing it through to financial close and implementation.
- Strong project management skills, as well as demonstrated ability to develop and manage project budgeting and expense tracking.
- Experience in the REIPPP bidding process or similar Government tender processes or PPP arrangements preferably having taken projects through to financial close.
- Strong experience in conducting resource assessment campaigns through to preliminary site yield assessments and design, incorporating storage solutions, using various software packages as required.

- Strong technical knowledge of grid connection requirements, managing CEL and budget quote applications and liaising with grid operators and the Eskom IPP Grid Unit.
- Proficiency using Microsoft Office Suite, in particular ability to use Excel for project financial modelling.

As a Senior Project Development Executive you will report directly to the Head of Project Development in Cape Town.

Position: Solar Project Development Executive

Location: Cape Town, South Africa

Salary and benefits: Negotiable, based on experience and qualifications. High degree of flexibility to suit the right candidate.

Type of employment: Permanent. Genesis is an Equal Opportunity Employer.

Closing date: 08 March 2021

To apply, please forward your CV and a short motivation, in confidence to the Director, Genesis Eco-Energy at [careers \[at\] genesis-eco.com](mailto:careers@genesis-eco.com) stating the position being applied for in the subject line. Genesis reserves the right not to make an appointment if a suitable candidate is not found.

