

Job Position: Project Developer
Reporting to: Senior Director of Project Development
Position Purpose:
<p>Develop end-to-end Renewable Energy power projects until financial close, including greenfield projects and acquisitions.</p> <p>Coordinate and lead the engagement and exchanges with lenders and equity investors/co- developers, including the negotiation of the related agreements (financing agreements, joint development agreements, shareholders agreement, etc.).</p> <p>Lead exchanges with all project stakeholders (Government officials, contractors, advisors, utilities, etc.), including the negotiation of the project contractual documentation (PPA, concession agreement, EPC contract, O&M contract, etc.).</p> <p>Hand over project to construction team at financial close.</p>
Key Responsibilities
<p>Feasibility Studies and Due Diligence</p> <ul style="list-style-type: none"> • Manage Feasibility Studies with the support of technical department • Manage technical, financial and legal due diligence of project with support from relevant department • Identify related project risks and risk mitigation measures • Perform project site visits • Assess the economic, technical and commercial viability of the project further to the feasibility studies and the due diligence, and make a recommendation regarding the next steps <p>Land, permits, authorizations and stakeholders management</p> <ul style="list-style-type: none"> • Identify site and secure land • Lead environment and social permitting process including SEP/ CSR with support from QHSE • Secure local permits and authorizations required for the construction of projects <p>Co–development/co–investment (when relevant)</p> <ul style="list-style-type: none"> • Identify potential partners for project co–development/co–investment when relevant • Support in screening partners for compliance • Support in structuring Joint Ventures and Partnerships • Negotiate Shareholder Agreements, JV Agreements, JDAs in conjunction with the legal and project finance teams <p>Structuring and Financing</p> <ul style="list-style-type: none"> • Together with PF team, structure the equity investment by AMEA Power • Together with PF team Identify potentials lenders for the project and approach them • Review and approve mandate letter negotiated by PF team • Support with negotiating the financing term–sheet • Keep oversight for all topics related to the completion of their due diligence • Manage the internal approval process and all related documentation

Project Documents

- Manage the drafting/finalization of the project documents (PPA, Concession Agreement, Interconnection Agreement, Land Lease Agreement, etc.)
- Negotiate the project documents with the authorities and/or the off-taker
- Be the focal point for the counterparty to close the project documents and proceed with their execution
- In each case with the support of legal team

Financial Close

- Support with Financial Modeling inputs, assumptions & results
- Support with negotiation of loan agreements
- Lead satisfaction of Conditions Precedents (CPs) and achieve Financial Close with lenders for the project

Construction and Operation

- Shortlist EPC and O&M (if applicable) contractors with technical team
- Lead EPC/ O&M Requests for Proposals process
- Lead Evaluation of technical and commercial EPC/ O&M proposals
- Lead negotiation and execution of EPC/O&M term-sheet then EPC/ O&M contract with support from technical and legal teams
- Lead the process towards serving Notice To Proceed
- Organize proper handover to execution team at financial close

Person Specification

Experience Requirements	<ul style="list-style-type: none"> • 5–10 years in the renewable energy sector (solar & wind) • Experience in utility scale renewable development in Africa • Proven track record of having successfully closed at least 1 utility scale project in solar or wind power • Must be fluent in French and English
Education Requirements	<ul style="list-style-type: none"> • Bachelor or Master’s Degree in engineering or business • Professional finance or technical certification is a plus
Proven Skills	<ul style="list-style-type: none"> • Proven familiarity with commercial and technical renewable energy contracts • Proven experience in project management, working with cross functional teams and on multiple projects at the same time • Strong oral and written communication skills • Willing to travel frequently to Sub-Saharan African countries

<p>Interpersonal/ Behavioural Skills</p>	<ul style="list-style-type: none">• Stakeholder Management• Negotiation• Delivering Results• Accountability• Problem Solving
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