

Position Title	Analyst, Power to X (PtX)
Reporting to	Senior Manager, Project Development Team
Direct Reports	None

Position Purpose

The selected candidate shall support the Power to X (PtX) team in greenfield project origination and development through to financial close of green hydrogen and ammonia projects, in addition to assisting with structuring of agreements for the brokering, sale and trading of carbon credits issued by the renewable generation assets of AMEA Power.

Responsibilities

Business Origination

Support the business development team to facilitate the initial evaluation of the opportunities:

- Conduct site screening exercises using satellite sources (wind and solar resource, topographical conditions, etc.) as well as site visits.
- Preliminary technical and financial assessments, using in-house Excel tools which should be further developed and improved with time.
- Develop business case, identifying the key risks and opportunities of the project.
- Preparing initial presentations and proposals of the opportunity.
- Negotiating government project pre-approvals (i.e., Memorandum of Understanding).

Preference that the candidate has experience / exposure in Africa and the Middle East region.

Project Development

Being the bulk of the responsibilities, this scope includes the development activities until Financing Close:

- Support the selection process of third-party advisors (drafting Request for Proposals, tender process management, etc.) as well as support on the management of the advisors' work (progress schedule, etc.)
- Develop the pre-feasibility and feasibility studies of green hydrogen projects, which includes the development of a technical solution, the optimisation of the project sources

(wind, solar, geothermal, hydropower, etc.), the technology selection (hydrogen electrolyzer, etc.) and the financial optimisation and modelling.

- Assist in the negotiations with government public entities (framework/concession agreements, usufruct agreement, grid connection agreements, etc.) and with private entities (hydrogen/ammonia offtake agreement, joint development agreement, etc.).
- Manage the relevant departments of AMEA Power (technical, legal, etc.) in the EPC tender process (Request for Proposals, tender process management, proposals evaluation, etc.).
- Support the financing process together with the project finance team by drafting Information Memorandums and supporting the technical and commercial Q&A process with the lenders.

Carbon Credits

Supporting the carbon credits development activities of AMEA Power, focusing on the sales of carbon credits:

- Market analysis of carbon credits with particular attention to corporate buyers of carbon credits in order to develop and build long-term relationships with the main ones.
- Lead the commercial discussions with the respective buyers of carbon credits, in coordination with the respective teams of AMEA Power.
- Support the legal team on the drafting of offtake agreements.

Person Specification

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Key Traits	<p>The employee must display:</p> <ul style="list-style-type: none"> • Accountability towards the overall results and performance of the department and toward specific tasks. • Initiative, drive and proactiveness towards each task. • Clear communication and organisation to promote efficient working dynamics within the department. • Collaborative nature and approach. • Good time management respecting deadlines, and the time of others. • Results driven. • Proactivity and creativity to identify areas of improvement and different solutions to problems. • Analytical mindset to understand complex models with multiple interactions of inputs and variables. • Willing to travel often to countries in Africa.

<p>Qualifications & Experience</p>	<p>The employee must have the following qualifications & experience:</p> <ul style="list-style-type: none"> • Minimum of a bachelor’s degree in an engineering discipline, ideally electrical. • Minimum of 2 – 4 years’ experience in business or project development. Ideally in renewables however oil & gas, petrochemicals, water, construction and infrastructure are also suitable.
<p>Required Skills</p>	<p>The employee must have the following skills:</p> <ul style="list-style-type: none"> • Strong Microsoft Excel proficiency (interview process will include an Excel examination). • Understanding of Financial Models, and the ability to improve and optimise dynamic models using Microsoft Excel. • Ability to manage multiple scopes running in parallel, and organise company resources to achieve the desired result whilst respecting timelines and working with team members to accommodate their timelines without hindering the progress of the department. • Strong planning and organisational skills contributing to the efficient delivery of tasks as well as maintaining record for other employee’s and colleagues down the line to access all correct information of the project. • Good public speaking skills as the role will entail client facing activities of top government officials. • French, or Portuguese speaking is a plus.