

## WE ARE HIRING A SENIOR PROJECT DEVELOPER BASED IN MOROCCO

<b>Position Title</b>	Senior Manager, Project Development – based in Morocco
<b>Reporting to</b>	Senior Director, Project Development

### **Job Description**

The senior project developer would be expected to:

- Act as project leader, managing the project team and leading all development work streams
- Lead the process to select the project site and to secure the land
- Lead/co-lead with the support teams, the selection and appointment of consultants required for the project development (feasibility studies, tax advisor, E&S consultant, legal advisor, etc.)
- Lead the permitting process in order to obtain all necessary permits and authorizations
- Lead the negotiation of the project documents (PPA, concession/implementation agreement, etc.) with the local authorities and the off-taker
- Co-lead with the procurement and technical teams, the selection of the EPC and the O&M contractors, including the evaluation of proposals and the negotiation of the EPC and O&M contracts
- Work with the project finance team on building the base case financial model for the project, on the definition of the most optimal financing structure, on the selection of lenders, on assisting lenders' with conducting their due diligence, and on the negotiation of the financing documentation
- Lead the process to take the project to financial close, including the satisfaction of all conditions precedent
- Lead the negotiation of all documents required for partnerships, including JDAs, SHAs, SPAs, etc.
- Lead the team for the preparation of bids for tenders
- Originate new opportunities for the company and hold close market intelligence
- Represent the company vis-à-vis all key stakeholders, including at industry events
- Adhere to the company's procedures and policies, and provide continuous reporting to the senior management
- Manage a portfolio of projects in various geographies
- Manage and coach junior colleagues

### **Qualifications and Skills Required**

- At least Master's Degree or equivalent in engineering or business
- At least 10 years of experience in renewable energy, preferably working on IPP projects  
Experience in utility scale projects in Africa would be a plus
- Proven experience in project management and in project finance
- Having at least completed one full project cycle and financially closed a project

- Proven familiarity with commercial and technical renewable energy contracts
- Strong oral and written communication skills
- Fluent in both French and English
- Pro-active, committed, well-organized and eager to take on challenges
- Strong teamwork spirit and capacity to work efficiently on multiple projects, managing various teams
- Willing to travel to Sub-saharan African countries as required