

## JOB DESCRIPTION: Business Development Manager

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### Responsibilities:

The **Business Development Manager** is responsible for identifying and developing project opportunities for the Company. This role includes sourcing clients, structuring transactions, identifying and securing project rights. It involves addressing the client's needs during the project development stage including project design and performance and coordinating with technical and account departments on project execution. The Project Development Manager's responsibilities include the following tasks:

- Source and identify project leads, primarily in Singapore and potentially for South East Asia region
- Manage, review and coordinate bids, tenders and transactions that involve financing, structuring and securing projects
- Coordinate with design team and project management team for initial design and project schedules
- Prepare project cashflow forecast and IRR analysis from building owner & developer perspective
- Provide PV system performance analysis and options on impact on PV system energy outputs and financial returns
- Identify and coordinate any required project permits
- Participate with business development in opening new opportunities in niche markets – locate and analyse project opportunities for the Company to grow

This position reports directly to the Head of Project Development.

### Requirements:

#### Minimum requirements:

- Bachelor degree in Science, Engineering, Business Administration, or equivalent experience
- Experience with sales acquisition, project development, tender preparation, project costing
- Experience in project financing and evaluating project returns incl. ROI and IRR analysis
- Network of contacts with commercial/industrial property owners

In addition to the above minimum listed requirements, candidates who have the following skills and capabilities may receive greater consideration during the evaluation process:

- Ability to speak more than 1 language
- Possession of a valid driver's licence for Singapore

