

**Position:** Solar Project Development - HK/South East Asia

**Location:** Hong Kong

PROINSO is a global leader in the solar energy market offering distribution and integration, technology and project development services for solar projects. Our strong export growth and professionalism have been recognised by the UK government which awarded us with the 2018 Queen's Award for Enterprise, the highest accolade for business success in the UK.

We are looking for professionals with experience in developing solar PV projects in Hong Kong or internationally. The project development role involves identification of sites for commercial projects, development of solar projects through financial and legal analysis, project management, document negotiation, and transaction support across a pipeline of projects. The candidate would be based out of PROINSO's regional office in Hong Kong.

**Job description:**

- Developing distributed generation solar projects in Hong Kong and South East Asia
- Identifying sites for solar projects and negotiating lease contracts with land and building owners
- Managing site inspections and feasibility studies
- Delivering presentations to prospective project partners and clients
- Preparing financial and business plan for each project and managing implementation
- Identifying and mitigating project risks
- Raising and structuring project finance
- Negotiating Power Purchase Agreements with utility companies
- Acquiring necessary documentation and managing applications for licenses and permits
- Traveling as required

**Minimum Qualifications:**

- Education: Bachelor's degree in finance, engineering, economics, business or a related field
- Language skills: fluency in English and preferably in Cantonese
- Profile: intelligent & articulate, with strong business aptitude and high level of personal integrity

**Preferable**

- Experience: in development of solar energy projects
- Experience: in sales of solar energy equipment

**We offer:**

- Opportunity to work for an industry leader with strong brand recognition
- Global role with business travel throughout Europe, Asia and Latin America
- Salary with bonus structure



## ABOUT PROINSO

[www.proinso.net](http://www.proinso.net)

PROINSO is a global leader in the solar energy market with business units in distribution and integration, technology and project development services. We offer a full-service portfolio for solar projects of all scales including: procurement, engineering, project development, finance and construction. PROINSO's Qualified Installer Network is our go-to workforce for installation and O&M services; counting over 2,500 certified solar installers.

PROINSO has been trusted by blue-chip companies and governments around the world. Since our establishment in 2006 PROINSO has supplied over 2.7GW of projects and has operations on 5 continents. PROINSO is a recipient of the 2018 Queen's Award for Enterprise, the highest accolade for business success in the UK, in recognition of its outstanding performance.

### **Please state expected salary/salary expectations when submitting your application**

Due to the number of applications, should you not hear from us within one week then please assume your application has been unsuccessful. If your application is successful, we will contact you to discuss the opportunity in more detail within 5 working days of receiving your application.

**Please no agencies. All candidates should apply directly through PROINSO.**

