

Position: Solar Project Business Developer

Location: Hong Kong / Currently residing in Hong Kong, and HKID holder

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

We are looking for self-driven professionals in Solar Project Business Development. This would be working with alongside our partnership investment platform ETIAM NAMENE that invests in solar projects in Hong Kong and South East Asia.

The job involves identification of sites for commercial rooftop projects, development of solar projects through B2B business development and sales, economic analysis, document negotiation, and transaction support across a pipeline of projects. This is all with the support of world leading solar energy company and professionals.

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 with the support of the engineering team
- Preparing business plans for each project and managing the implementation
- Negotiating financial agreements
- Negotiating lease contracts with building owners
- Building a pipeline of distributed generation projects
- Acquiring necessary documentation and managing applications for licenses and permits
- Identifying and mitigating project risks

Minimum Qualifications:

- Experience: preferable 1-2 years of experience in the solar energy sector, or a related field (real estate, energy efficiency etc.)
- Education: finance, engineering or a business graduate
- Language skills: fluent in both English and Cantonese
- Profile: intelligent & articulate, with a strong business aptitude and high level of personal integrity

We offer:

- Opportunity to work an industry leader with strong brand recognition
- Salary and bonus structure
- Ability to work independently while being part of a team
- Support from a world leading solar energy company and professionals
- Opportunity to work outside Hong Kong



ABOUT PROINSO

www.proinso.net

PROINSO is a leading global distributor and integrator, technology and EPM (Engineering, Procurement and Management) company; operating in the solar market. We offer supply and engineering services to installers, construction companies and clients for commercial, utility, residential and off-grid projects worldwide. PROINSO's Qualified Installer Network, is our go-to workforce for installation and O&M services; counting over 2,500 certified solar installers. Since our establishment in 2006, PROINSO has supplied over 2.7 GW of projects and has operations in over 20 countries on 5 continents.

PROINSO is a recipient of the 2018 Queen's Award for Enterprise in International Trade, in recognition of its outstanding performance. The Queen's Award is the UK's most prestigious award for business success with recipients chosen on the advice of the Prime Minister.

ABOUT ETIAM NAMENE

www.etiamnamene.com

Etiam Namene develops, finances and operates Commercial and Industrial solar PV projects in Hong Kong and South East Asia. As full-service solar specialists, we deliver scalable solar installations through developing and financing systems that combat climate change and make financial sense. Crucially our projects better assist businesses in meeting their Sustainable Development Goals as they are carbon positive from the point of commissioning which is very often not the case for solar energy projects.

