

**Position:** Solar Project Business Developer - South East Asia

**Location:** South East Asia (flexible on location)

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 Insights that invests in solar projects in South East Asia.

The job involves identification of sites and off-takers 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 Southeast Asia with key focus markets of Vietnam and Philippines
- Identifying sites for solar projects and negotiating lease/PPA contracts with land and building owners
- Managing site inspections and feasibility studies with the support of local engineering team
- Financial Modelling
- Negotiating financial agreements
- 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 English
- 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
- Business travel overseas
- Strong base salary with a very extremely generous commission and profit share
- Ability to work independently while being part of a team
- Support from a world leading solar energy company and professionals

**ABOUT PROINSO**

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

PROINSO is a global leader in the solar energy market offering solar projects of all scales with a full-service portfolio including advisory, procurement, engineering, project development, finance and construction services. Since our establishment in 2006 PROINSO has supplied over 3.5GW of projects for blue-chip companies and public institutions, and has established operations on 5 continents. In 2018 in recognition of its outstanding performance PROINSO received the Queen's Award for Enterprise, the UK's highest accolade for business success.

**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.**

