

MILLAR CAMERON

POWERGEN RENEWABLE ENERGY
*GROUP HEAD OF
BUSINESS DEVELOPMENT*

PEOPLE · PASSION · PERSISTENCE



ABOUT *POWERGEN RENEWABLE ENERGY*

PowerGen Renewable Energy (PowerGen) is an innovative and dynamic renewable energy company that is designing, building and operating the next generation of utility generation and distribution projects, or 'power grids', that provide clean, affordable power to underserved on-grid and off-grid communities in Africa. It is a fully integrated vertical utility with expertise across the full development cycle from advising governments and donors on policy frameworks and project feasibility, to sourcing power grid sites, with in-house EPC and project management capabilities as well as customer and asset management functions.

Founded in 2011 and headquartered in Kenya, the business operates primarily in Kenya, Nigeria, DRC and Sierra Leone and has over 24,000 connections/households who benefit from 24/7 AC power generated from renewable sources. In addition, the business has developed and is building and operating captive power solutions for Commercial & Industrial (C&I) customers, mostly multinationals who are looking for cheaper, cleaner and more reliable sources of electricity to power their businesses. PowerGen's vision is to connect millions of people to clean, reliable, affordable power for the first time whilst building the clean energy systems of the future in Africa.

The business is well managed and governed by a committed leadership team and impressive Board. It has attracted investment from highly regarded organisations including the Rockefeller Foundation, Shell, Acumen, AHL Venture Partners, ElectriFi and Sumitomo and is at an exciting time in its evolution. It has been growing steadily, expanding its customer base, product/proposition offering, and geographic presence. It is at middle stage of a Series C fundraising process which it expects to close in early 2023. This additional capital will be used to fund a 10x expansion of the business.

A woman with dark skin and short hair is focused on sewing at a white industrial machine. She is wearing a black short-sleeved top and a thin necklace. The background is blurred, showing what appears to be a workshop or factory setting with other people and equipment.

GROUP HEAD OF BUSINESS DEVELOPMENT POWERGEN RENEWABLE ENERGY

THE ROLE: GROUP HEAD OF BUSINESS DEVELOPMENT

MAIN RESPONSIBILITIES

The Group Head of Business Development will lead PowerGen's Business Development activities and manage the Business Development teams in Kenya, Nigeria, Sierra Leone and DRC in order to grow the installed customer base.

Specific responsibilities will include:

- Researching, refining and implementing PowerGen's business development strategy across its core markets and implementing appropriate KPIs for its delivery with local Business Development teams
- Working with local teams to support their prospecting, identification, development and closure of utility, off-grid and C&I power project opportunities
- Leading commercial negotiations where appropriate, providing guidance on commercial and legal structuring to the Business Development team, and supporting the Business Development team in the development of local sales strategies, opportunity structuring, and deal closure
- Creating appropriate, productive long-term relationships with key senior stakeholders in the national or regional utilities, energy ministries, regional legislatures, energy regulators, local developers, and community groups
- Streamlining PowerGen's project development process by ensuring projects follow the Development Roadmap including achieving the required approval gates, documentation and hand-overs
- Working collaboratively with colleagues to; continuously improve the development process, commercial and technical solutions, including the evaluation of new types of grid projects, commercial constructs or financing solutions, and ensuring a smooth transition into operations
- Promoting the PowerGen solution to prospective customers, partners and sponsors through a combination of proactive strategic business development, conference attendance, relationship building, thought leadership and networking
- Delivering PowerGen's strategic business development objectives including meeting targets for new projects in development, projects commissioned, connections achieved and electricity sold

GROUP HEAD OF BUSINESS DEVELOPMENT
POWERGEN RENEWABLE ENERGY

TITLE:
GROUP HEAD OF BUSINESS
DEVELOPMENT

REPORTING TO:
CHIEF BUSINESS
DEVELOPMENT OFFICER

LOCATION:
FLEXIBLE WITH TRAVEL

SALARY:
COMPETITIVE BASIC SALARY,
PERFORMANCE RELATED BONUS
AND BENEFITS

TRAVEL:
THE SUCCESSFUL CANDIDATE CAN
EXPECT TO TRAVEL REGULARLY TO
KENYA, NIGERIA, SIERRA LEONE
AND DRC



THE PERSON

Candidates for the Group Head of Business Development will be of a demonstrably high calibre with a strong intellect and passion for transforming the power sector in Africa. They are likely to have an entrepreneurial, frontier spirit with the following skills, experience and approach:

- Experienced in business development, sales management and/or project development in Africa, preferably within Nigeria, Sierra Leone, Kenya and/or DRC
- Experienced in legal and commercial project/partnership structuring. Able to perform detailed analysis of the commercial implications of different structures and technical solutions and able to translate those into clear and compelling proposals
- Experienced in working in the African power sector, ideally within the generation, distribution and/or retail segment
- Familiar with complex negotiations and technical and commercial issues associated with power project development. Experienced in complex, long-cycle, high value solution sales
- Experienced in leading and building a geographically distributed sales team with a willingness to travel regularly to PowerGen's business units
- Able to build strong relationships with governments, power utilities, energy regulators, local communities and partners with a clear understanding of what a sales process entails for such Counterparties
- Proven track record in developing and implementing 3-5 year Business Development strategies including designing, setting and tracking KPIs, building resource plans and training the team
- Collaborative team player with the right personal qualities and approach to operate successfully in multicultural, cross-functional teams. Candidates must be willing to 'roll up their sleeves'
- French language skills and exposure to project finance would be highly desirable

Candidates could come from a range of backgrounds but critical will be their intellect, collaborative style and the determination and tenacity to be effective in power project development in the challenging context of Africa.

Please send your CV and contact details to Tim Beckh or Hamish Scragg who will contact you to discuss your application in more detail.



Contact: Tim Beckh

Email: tim.beckh@millarcameron.com

Phone: +44 2038 000 310



Contact: Hamish Scragg

Email: hamish.scragg@millarcameron.com

Phone: +44 2038 000 833

A young boy with short dark hair is sitting at a wooden desk. He is wearing a red patterned shirt and a colorful patterned skirt. He is looking directly at the camera with a slight smile. A laptop is open in front of him, and his hands are resting on the desk near the laptop.

WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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OXFORD

LONDON

NAIROBI