

MILLAR CAMERON

POWERGEN
RENEWABLE ENERGY
*HEAD OF BUSINESS
DEVELOPMENT, NIGERIA*

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 the early stages of a Series C fundraising process which it expects to close in 2022. This additional capital will be used to fund a 10x expansion of the business.

A woman with dark skin and braided hair is leaning over a young girl, both looking at a laptop screen. The woman is wearing a dark top and the girl is wearing a blue patterned top. They are in front of a window with a diamond-patterned lattice. The background is slightly blurred, showing greenery outside.

HEAD OF BUSINESS DEVELOPMENT, NIGERIA *POWERGEN RENEWABLE ENERGY*

ABOUT **POWERGEN IN NIGERIA**

In Nigeria, PowerGen has a team of about 25 staff split evenly between technical and customer services teams as well as a small business development team. The business has commissioned 13 rural mini-grids since 2018 and has a substantial pipeline of off-grid and grid-connected projects in development. It now sees the greatest market opportunity in supporting the Distribution Companies (Discos), by 'sub-franchising' feeder areas, offering local solar PowerGrids that displace traditional sources of energy and improve reliability and customer experience.

HEAD OF BUSINESS DEVELOPMENT, NIGERIA
POWERGEN RENEWABLE ENERGY

REPORTING TO:
GROUP HEAD OF BUSINESS
DEVELOPMENT

LOCATION:
LAGOS, NIGERIA

SALARY:
COMPETITIVE BASIC SALARY,
PERFORMANCE RELATED BONUS
AND BENEFITS

TRAVEL:
THE SUCCESSFUL CANDIDATE CAN
EXPECT TO TRAVEL REGULARLY
ACROSS NIGERIA AND
PERIODICALLY TO OTHER
AFRICAN COUNTRIES

THE ROLE: HEAD OF BUSINESS DEVELOPMENT, NIGERIA

DIMENSIONS OF THE ROLE:

The Head of Business Development for Nigeria will lead the Business Development team and will grow the PowerGen installed customer base across the country. Specific responsibilities will include:

- Researching, refining and implementing PowerGen's business development strategy for Nigeria and implementing appropriate KPIs for its delivery
- Prospecting for, identifying, developing and closing both rural mini-grid and Disco franchise opportunities
- Creating appropriate, productive long-term relationships with key senior stakeholders in the Discos, Energy Ministry, State Governor, Regulator, and local community groups
- Promoting the PowerGen solution to prospective customers, partners and sponsors through a combination of proactive business development, relationship building, thought leadership, networking, conference attendance etc
- Working collaboratively with commercial and technical teams to take projects from initiation through development, contracting and financial close until a project is ready for handover to PowerGen's implementation team
- Leading, managing and developing the Nigerian Business Development team
- Achieving business development objectives including new projects in development, electricity sales contracted and projects ready for implementation

SKILLS AND QUALIFICATIONS:

Candidates for the Head of Business Development, Nigeria will be of a demonstrably high calibre with a proven track record of business development and sales achievement gained within the Power or related sector. They will bring the following skills and experience:

- An established understanding of the power sector in Nigeria and the challenges facing the industry and its key players
- A strong base of existing contacts in the power sector, and especially amongst the Discos, with the ability to engage strategically and open doors to new opportunities
- Well-developed relationship-based sales skills that span prospecting, sales development and closing ideally developed in a large, structured corporate environment operating to international standards of best practice
- The ability to think strategically and engage at all levels from ministerial, Board or CEO level, internally and with customers, and at operational level
- Excellent commercial awareness and follow through to ensure opportunities are guided through an often lengthy and complex development cycle and successfully reach operations
- Team leadership and development experience with an eye for detail and a structured approach
- A collaborative style, results drive, perseverance and tenacity
- Recognised as having integrity and professionalism. A natural networker with substance and stature

Candidates might come from a range of backgrounds including direct competitors, a forward thinking and innovative Disco, power sector advisory business, a power project developer, OEM or EPC company.

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: +44 203 8000 310



Contact: Hamish Scragg

Email: hamish.scragg@millarcameron.com

Phone+44 203 8000 833



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.



MILLAR CAMERON

MILLAR CAMERON

PEOPLE . PASSION . PERSISTENCE

OXFORD

LONDON

NAIROBI