

MILLAR CAMERON

Head of Mining  
*PowerGen Renewable Energy*



## About

# *PowerGen Renewable Energy*

PowerGen Renewable Energy is a renewable energy platform providing clean, reliable, and affordable power across Sub-Saharan Africa. Through its Commercial & Industrial (C&I) and Metro-grid business lines, PowerGen develops, finances, owns, and operates distributed solar and storage assets that replace diesel generation and expand grid access. The company has installed more than 325 renewable systems (10 MW / 24 MWh) and manages over 35,000 customers. Founded in 2011 and headquartered in Kenya, the company operates primarily in Kenya, Nigeria, DRC, Liberia and Sierra Leone with substantial international expansion plans.

The company is well led and structured for growth having invested heavily in its people, including business development professionals, development engineers and investment associates who ensure appropriate capital is available. It is governed by an impressive Board and has raised in excess of \$100million from a group of highly regarded and experienced Africa-focused international investors.

PowerGen has an advanced pipeline of projects amounting to almost 600MW and recently announced a partnership with Africa GreenCo to develop and deploy a 100MW solar project in DRC. Furthermore, it is actively developing a substantial project with a mining client in Katanga, DRC.

## *PowerGen in the Mining Sector*

Historically dependent on volatile and polluting diesel or heavy fuel oil (HFO), mining operators across Africa are rapidly pivoting toward clean, reliable energy alternatives to reduce operational costs, secure uninterrupted operations, and meet aggressive global decarbonisation targets. The substantial gap between energy supply and demand creates significant, costly risks for mining businesses. Prolonged power outages, the rising cost of fuel for generators and the remote location of many mines make PowerGen's off-grid and grid-tied renewable or hybrid solutions an attractive option for many mining firms.

Utilising its strong track record in renewable energy solutions, established financial backing, and strong OEM relationships, PowerGen is actively targeting opportunities to supply energy to mining customers across the Continent. These opportunities, usually structured as corporate Power Purchase Agreements (PPA) are typically in excess of 20MW although PowerGen has the capabilities and aspiration to deliver projects substantially larger than this.

To further accelerate its business in the mining sector, PowerGen is recruiting an experienced sales professional with established relationships and mining sector knowledge. This individual will champion PowerGen's capabilities and growing track record in the sector, to further build its opportunity pipeline, shape and close deals.





## Main responsibilities

The Head of Mining role will support PowerGen's expansion in the mining sector by driving the entire sales process from originating opportunities and building a strong pipeline of mining-sector C&I energy projects to shaping and ultimately signing PPAs with mines.

The Head of Mining will be responsible for defining and executing the sector sales strategy, generating, developing, negotiating and closing signed contracts. They will work closely with Business Development, Investment and Project Development teams to create commercially compelling offerings and coordinate with Engineering to ensure solutions are structured for delivery.

Furthermore, this individual will represent PowerGen in the market, strengthening its presence in the sector through proactive relationship development, conference attendance and thought leadership.

## Dimensions of the role

The Head of Mining will have the following core responsibilities:

- **Strategic Leadership & Oversight:** Lead the creation and execution of PowerGen's business development strategy for the mining sector, driving pipeline growth, market expansion, and partnership opportunities while ensuring all projects meet financial, regulatory, and strategic criteria for bankability.
- **Pipeline & Opportunity Development:** Identify and analyse new mining-sector opportunities, prepare business cases, proposals, budgets, and cost estimates, and coordinate with internal teams to ensure projects are ready for execution.
- **Client Engagement & Stakeholder Management:** Oversee client engagement, maintain strong relationships with mining clients, partners, advisors and other stakeholders, and support revenue generation through innovative business models and deal structuring.
- **Market Intelligence & Product-Market Fit:** Gather and analyze market insights, competitor activity, and client feedback to refine PowerGen's solutions, value proposition, and strategic approach for mining clients.
- **Process Improvement & Team Enablement:** Continuously improve business development processes, tools, and reporting.



## The person

Candidates for the Head of Mining position will possess the following skills, experience and approach:

- At least 7 years' sales, business or project development experience in Africa gained ideally selling to major mining sector clients or in the African renewable energy industry.
- Ideally candidates will be familiar with mining operations or the supply of energy to energy intensive off takers. Knowledge of associated regulatory environments an advantage.
- An established base of senior level African mining sector relationships or a proven ability to build relationships with senior mining-sector stakeholders.
- Strong commercial acumen and the ability to understand customer needs, shape commercial propositions and influence buying decisions.
- Experience in pipeline management, proposal development, and financial modelling.
- Well-developed and compelling written and verbal communications skills, credible at CEO, CFO and General Manager level.
- Self-starting and sustaining with a proven ability to work independently, prioritize tasks, and manage multiple opportunities.
- Ability and willingness to travel extensively. Priority markets include Guinea, Liberia, Ghana, Cote D'Ivoire, Benin but are likely to expand to include Southern Africa.





## **Additional** *information*

**Title:**

Head of Mining

**Reporting to:**

Head of Business Development

**Location:**

Flexible with considerable travel

**Remuneration:**

Basic salary, annual bonus plus generous commission plan and Long-Term Incentive

**Travel:**

Regular travel across PowerGen's key geographies

**Start Date:**

Immediate

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## How to apply

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



*Contact: Tim Beckh*

Email: [tim.beckh@millarcameron.com](mailto:tim.beckh@millarcameron.com)

Phone: +44 2038 000 310



*Contact: Diana Mwai*

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## Who are Millar Cameron?

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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