

Business Development Manager

Business Development Manager Japan

Job Information

Recruiter

Michael Page

Hiring Company

Renewable Energy Developer

Job ID

1493110

Industry

Electric Power, Gas, Water

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 15 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 3rd, 2024 16:49

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role is focused on expanding the number of renewable energy power plants in Japan, particularly solar projects. The goal is to contribute to Japan's carbon neutrality by developing new power sources, particularly through Corporate Power Purchase Agreements (PPAs) and Virtual Power Plants (VPPs).

Client Details

This company provides all services necessary for the installation and operation of solar, wind, small hydroelectric, and other natural energy power plants throughout Japan, including development, EPC (engineering, procurement, construction), O&M (operation and maintenance), and asset management, as well as PPA (power purchase agreement) and development of energy management systems using AI and IoT technology.

Description

This job involves increasing the number of renewable energy power plants in Japan together with your colleagues, who are aiming for a world with 100% natural energy. In order to build up domestic renewable energy sources toward carbon neutrality, this position will lead the composition of new power sources, especially for Corporate PPAs and VPPs, from strategy creation to the field. We are looking for people who can take on new business development while capturing the decarbonization market, focusing on the development of solar and wind power sources. In addition to procuring and developing land in-house, you will also be involved in expanding power sources through development partnerships.

- Develop strategies for new solar power projects.
- Source suitable sites nationwide and lead initial development efforts.
- Obtain necessary government permits and build local consensus.
- Form and manage partnerships to expand power generation capacity.

Job Offer

- Local Development Focus: Engage in projects that benefit local communities.
- Financial Strength: Backed by a significant investment of 70 billion yen from a global investment group in 2022.
- Clear Goals: Target to develop 1GW of renewable energy by 2030.
- Young, Diverse Team: Work in a flat organization with both young and experienced members.
- International Exposure: Collaborate with stakeholders from various nationalities.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

Required Skills

- Over 5 years of experience in renewable energy development, with team lead experience.
- Proven track record in initial project development and stakeholder collaboration.
- Fluent Japanese (N1 level or above) and preferably business-level English.
- Experience in land acquisition, power generation, and working with EPC operators is a plus.
- Alignment with the company mission and vision.
- Strong communication and leadership skills.
- Ability to think independently and work collaboratively with a diverse team.
- Creative problem-solving abilities.

Company Description

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