

**MichaelPage**

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## Business Development Manager

### Business Development Manager - PPA

#### Job Information

**Recruiter**

Michael Page

**Hiring Company**

Renewable Energy Project Developer

**Job ID**

1506307

**Industry**

Electric Power, Gas, Water

**Company Type**

Small/Medium Company (300 employees or less) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

11 million yen ~ 13 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

November 25th, 2024 17:06

#### 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

Lead or co-lead the origination of corporate accounts, developing and maintaining strong relationships with clients to understand their renewable energy and Battery Energy Storage System (BESS) needs, and providing tailored solutions.

**Client Details**

Headquartered in Tokyo, this company is led by a team of executives with a proven track record in driving various renewable energy projects across Japan. They focus on developing, financing, building, owning, and operating renewable energy assets in the country, with a portfolio that includes PV Solar, Onshore Wind, and ESS projects.

**Description**

The Business Development Manager will play a critical role in managing and facilitating Corporate Power Purchase Agreements (PPAs), contributing to the expansion of the company's renewable energy portfolio. This role requires collaboration with internal teams, external stakeholders, and clients to structure and negotiate corporate PPAs that align with the company's strategic objectives.

**Key Responsibilities:****Client Relationship Management:**

- Lead or co-lead the origination of corporate accounts, developing and maintaining strong relationships with clients to understand their renewable energy and Battery Energy Storage System (BESS) needs, and providing tailored solutions.
- Serve as a primary point of contact for clients throughout the process, addressing inquiries and ensuring satisfaction.

**Deal Structuring and Negotiation:**

- Lead or co-lead the structuring and negotiation of Corporate PPAs and BESS tolling agreements, ensuring terms align with the company's financial and risk management goals.
- Manage the structuring and negotiation of generation balancing functions with aggregators/retailers.
- Work closely with Legal, Finance, and Technical teams to develop and finalize comprehensive agreements.

**Market Analysis and Strategy:**

- Conduct thorough market analysis to identify potential corporate PPA opportunities.
- Develop strategic initiatives to position the company competitively in the corporate PPA market.

**Stakeholder Management:**

- Effectively communicate with internal and external stakeholders, ensuring alignment and smooth project execution.

**Risk Management:**

- Assess and manage risks associated with corporate PPAs, collaborating with the Risk Management team to implement mitigation strategies.

**Financial Modeling:**

- Partner with the Finance and Analytics teams to create financial models for corporate PPA transactions, including revenue projections, pricing, and profitability analysis.

**Regulatory Compliance:**

- Ensure compliance with relevant regulations and policies governing corporate PPAs.
- Stay informed of changes in regulations that may impact PPA negotiations.

**Cross-Functional Collaboration:**

- Collaborate with cross-functional teams, including Legal, Finance, Project Development, and Operations, to ensure seamless project execution.
- Provide input into project development activities to optimize PPA and BESS tolling agreement outcomes.

**Job Offer**

- Rapidly growing company
- Financially stable
- Competitive salary package with good incentive
- Located in central Tokyo
- Dynamic and innovative workplace

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.

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**Required Skills****Required:**

- Proven experience in negotiating and structuring corporate PPAs within the renewable energy sector.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with both internal and external stakeholders.
- Familiarity with relevant regulatory frameworks and industry best practices.
- Ability to work collaboratively in a dynamic, fast-paced environment.

- Strong organizational and project management skills, with the ability to manage multiple counter-parties simultaneously.
- Collaborative work style, attention to detail, and a high degree of initiative.
- Knowledge of the Japanese renewable energy industry, technologies, market dynamics, and regulatory environments is preferred.
- Proficiency in PowerPoint, Excel, and Word.
- Fluency in Japanese and business-level English.

**Preferred:**

- Strong understanding of energy markets, financial modelling, and risk management.
- Analytical mindset with proficiency in data analysis tools.
- Consulting experience in the Power, Infrastructure, or Energy sectors is a plus.

**Education:**

- Bachelor's degree in Business, Finance, Economics, Law, Engineering, or a related field. An MBA or relevant graduate degree is preferred.

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## Company Description

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