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Solar Projects - Origination Team Manager

Solar Project Origination Manager

Job Information

Recruiter
[Michael Page](#)
Job ID

1523825

Industry

Electric Power, Gas, Water

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

February 26th, 2025 16:52

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

The Origination Team Manager will be an integral part of our Sales department, with a primary focus on originating and closing renewable energy transactions, preferably in the solar sector. This position is based in Tokyo and requires a deep understanding of the Energy & Natural Resources industry.

Client Details

Our client is a notable large organization in the Energy & Natural Resources industry, specifically in the renewable energy sector. With an international footprint and a significant presence in Tokyo, they are committed to making a positive impact on the environment through their innovative solar solutions.

Description

- Lead the origination of renewable energy transactions in Japan
- Develop and implement strategies for customer acquisition and retention
- Negotiate and close complex energy deals
- Maintain a comprehensive understanding of the solar market and industry trends
- Foster relationships with key stakeholders in the Energy & Natural Resources industry
- Collaborate with other departments to ensure alignment of sales strategies and goals
- Participate in industry events and forums to promote the company's presence
- Drive team performance to achieve sales targets

Job Offer

We welcome all interested candidates who are passionate about renewable energy and ready to make a difference. Apply now to be part of our dynamic team in the Energy & Natural Resources industry.

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

- A degree in a relevant field such as Business, Economics or Engineering
- Experience in originating and closing renewable energy transactions, preferably in the solar sector
- Strong negotiation and customer engagement skills
- Comprehensive knowledge of the Energy & Natural Resources industry in Japan
- Ability to work effectively in a team and motivate others
- Excellent communication and leadership skills

Company Description

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