

Business Development Manager

Business Development Manager - PPA

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

採用企業名

Renewable Energy Project Developer

求人ID

1506307

業種

電力・ガス・水道

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円 ~ 1300万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年11月25日 17:06

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.

スキル・資格**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.

会社説明

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