



## **BUSINESS ORIENTATION DEVELOPER - GERMANY**

### **MISSION**

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The German subsidiary is directly responsible for the development of local projects (development, construction and commissioning) in coordination with the headquarter and can rely on support functions (legal, financial, business & project development, EPC and O&M) managed by a dedicated staff located in Paris, France.

The Business Origination Developer leads business origination of new hybrid projects within Germany which contributes to the group overall business growth. She/he is responsible for the Project Portfolio Management until a bankable offtake through tenders or bilateral agreement has been secured (Backlog stage).

Once a project has reached Backlog stage, the Business Origination Developer liaises with the SPV Project Manager (SPV PM) at headquarter for managing the next development stages.

The Business Origination Developer will both report hierarchically to the Country Manager and functionally to the headquarter (Head of Business Origination).

### **THE BUSINESS ORIENTATION DEVELOPER MAIN RESPONSIBILITIES INCLUDES:**

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1. Lead greenfield development or project acquisition at different stage of development (pre-Notice To Proceed);
  - a. Initiate and prepare project feasibility studies relating to project opportunities;
  - b. Initiate and prepare commercial proposals for project acquisition opportunities ;
  - c. Negotiate with land owners to secure solar park project sites
2. Lead key stakeholders' management and market understanding (local authorities, customers, competitors...);
3. Contribute to develop the Hybrid Strategy and Business model in the country;
4. Initiate partnerships with key stakeholders (co-investors, developers, corporates, etc.);
5. Lead bid preparation for local tenders (PV, PV+ Storage);
6. Identify and develop bilateral PPA's opportunities and manage the process up to signing phase;
7. Manage the Project Portfolio up to Backlog stage and prepare the monthly review with the Business Origination Committee;
8. Animate and Contribute to Bid Committees to stretch the competitiveness of bid offers;
9. Prepare Advanced Notice and Investment Note up to final Bid and/or PPA signing;
10. Be accountable for development budget and expenses up to bid.

## **EDUCATION, EXPERIENCE & SKILLS**

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### ***Pre-requisites:***

- 5-8 years of relevant work experience, preferably in the energy infrastructure/asset sector
- Minimum of 3 years experiences as a BD role in the solar or wind industry preferred or a related field, including energy or real estate development
- German speaker, fluent in English (spoken and written). French is a plus.

### ***Life skills:***

- Self-motivated with excellent communication skills
- Proactive self-starter, highly motivated, focused on working at a high level and producing an excellent work product under changing priorities

Based in München.

*Application : [recrutement@ze-energy.com](mailto:recrutement@ze-energy.com)*