



Head of Project Development (Utility-Scale Solar Projects)

Introduction to SOLA

SOLA is a vertically-integrated provider of solar technology, finance and engineering expertise in Africa. One of the first dedicated utility-scale solar PV developers in South Africa, SOLA has successfully developed more than 600 MW of solar PV projects to the point of Preferred Bidder award. Since several years, SOLA has established both the funding and EPC capabilities to deliver projects fully in-house along the complete development trajectory from site origination to operations. Our team is committed to powering Africa with clean, affordable energy. Due to recent growth of the company and its pipeline, SOLA is seeking to bolster its team to deliver more medium- to large utility-scale solar PV projects in the upcoming years.

The overall purpose of the position:

The purpose of the Head of Project Development is to lead the Project Development team and grow SOLA's pipeline of awarded utility-scale projects, while managing and executing on existing awards to make projects construction ready.

Reports to: Director and Head of Project Finance
Location: Cape Town (preferred) or Johannesburg

Summary of Responsibilities:

- PPA Bidding Utility Scale
 - Feasibility analysis of upcoming bidding opportunities, including:
 - Estimated bid costs (budget)
 - Estimated bid timing
 - Client risk assessment
 - SOLA current opportunities and resource capacity
 - Analysis of the bidding documents in relation to SOLA capabilities, including:
 - minimum bidding technical, legal, financial requirements
 - bid bond requirements
 - PPA high level assessment
 - Compilation of bid including:
 - Composing documentation, copywriting, track record update, images etc in conjunction with marketing and BD departments.
 - Assigning and managing technical resources available from within the group and determination of external resource requirements if any.
 - Assigning and managing external legal resources if necessary
 - Assignment and management of internal financial modelling team and determination if external resources are required.
 - Printing, binding, transport and submission.
- Taking awarded projects to Signed PPA
 - Procuring fee proposal from PPA lawyers
 - Preparing initial draft/negotiating commercials of PPA and bringing to execution
 - Aligning with Asset management and finance depts. To determine the most beneficial funding route.
 - Procurement of sponsor's and lender legal and technical proposals
 - Managing Financial modeler to align different stakeholders

- Take Signed PPA to financial close
 - Overall project management of the process to financial close including tracking of all tasks and time management.
 - Creation of Development Budget to FC and internal approval of costs.
 - Entering service agreements with STA, SLA, LLA, LTA.
 - Applications/management of approvals and permits (EA, Rezoning, SALA, Section 53 etc.)
 - Management of land use agreements
 - NERSA license application
 - Eskom budget quote application and subsequent negotiations (SBA, CUOSA, BQ)
 - Aligning with finance and Asset Management dept on requirements for funding agreements.
 - FX rate management
 - Client relationship management
 - Financial modelling
 - Insurances and managing CP lists
 - Issuing funding and other notices, as well as setting up bank accounts

Key Performance Indicators

- On-budget, and on-time delivery of assigned Utility Solar PV Projects
- Obtaining key permits and licenses within required timeframes
- Keeping any consultants required for the Project within budget
- Successful tender submissions and award of further projects to the Group

Minimum Requirements:

Qualifications and Experience:

- At minimum, BSc degree in a relevant discipline (Renewable Energy, Engineering or possibly Environmental or Financing background; MSc would be advantageous)
- Five (5) years minimum experience in large scale electricity project development and management
- Experience in previous REIPPP projects and bidding
- Experienced a financial close process with senior lenders
- Technical or financial background with a firm grip on numbers and spreadsheets
- Experience of South Africa regulations pertaining to electricity generation and project development

Technical Competencies:

- Advanced Excel skills with good understanding of Financial Modelling
- Ability to create detailed Project Schedules and Budgets

Behavioural Competencies:

- Comfortable engaging with senior leaders and government officials
- Flexibility to work within tight deadlines while managing a large and complex scope of work
- Able to motivate and lead a team of people in a high performance and fast paced environment
- Excellent communicator, both verbal and written communication, with English being the main language (additional other languages will be appreciated)
- The ideal candidate will be passionate about the renewable energy industry and the company's contribution to the future of energy; He/she will embody respect and responsibility in the full sense of the word, and will enjoy contributing to a team of highly knowledgeable professionals.

If you are interested to apply for this vacancy, please submit your CV to hireme@sola.africa

CLEAN ENERGY FOR AFRICA

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