



Job Title: Business Development Manager - Renewable Energy

Location: South Africa

Job Type: Full-Time

Reports To: Sales & Marketing Manager

Job Summary: The Business Development Manager will be responsible for identifying and developing new business opportunities in the renewable energy sector. This role involves strategic planning, market analysis, and building relationships with key stakeholders to drive the growth and success of the company's renewable energy projects.

Key Responsibilities:

- **Market Research and Analysis:** Conduct thorough market research to identify trends, opportunities, and competitive landscape in the renewable energy sector.
- **Business Strategy Development:** Develop and implement business development strategies to achieve company growth objectives.
- **Client Relationship Management:** Build and maintain strong relationships with clients, partners, and stakeholders.
- **Proposal Development:** Assist in preparing and presenting proposals, bids, and contracts to potential clients and partners.
- **Team Collaboration:** Work closely with cross-functional teams including engineering, finance, and commercial to ensure project success.

Qualifications: The ideal qualification is a Degree/Diploma in Engineering – or similar. However, due to the unique nature of the repairs and services industry – and in particular, this position - experience is of equal or greater importance than qualifications. This allows relevant successful experience to supersede the required qualifications.

Experience: Minimum of 5 years of experience in business development, preferably in the renewable energy sector.

A division of ACTOM (Pty) Ltd
Registration Number: 2008/001863/07
Chairman: MA Mthethwa
Group Chief Executive Officer: M Naidoo
Divisional Chief Executive Officer: D. Sullivan

Directors:

Executive: M Naidoo, D Lubbe, EA Van Wyngaardt
S. Chauke, (MLE Augonnet* - Alternate to S Chauke)
Non-Executive: C Kula, N Mohamed, S Ntswayi

* French

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**Skills:**

- Strong analytical and strategic thinking skills.
- Excellent communication and negotiation skills.
- Knowledge of renewable energy technologies and market trends.

Personal Attributes:

- Self-motivated and results oriented.
- Ability to work independently and as part of a team.
- Strong leadership and interpersonal skills.
- Passion for renewable energy space.

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