

STATIC ENERGY

JOB DESCRIPTION

Business Development Manager

Document Ref: 01 June 2026 – TM Rev0

Job Title:

Business Development Manager – Energy Storage (Batteries & BESS)

Reporting to: Managing Director:

Role Purpose

To lead the growth of the company's battery and battery energy storage system (BESS) business in South Africa by driving strategic market development, building and leveraging high-level industry relationships, originating and closing major opportunities, and shaping commercially and technically robust deals that enhance profitability.

Key Responsibilities

1. Market and Industry Leadership

- Act as a subject-matter expert on the South African battery and BESS market, including technology trends, regulatory developments, and funding mechanisms.
- Maintain a detailed view of key developers, IPPs, EPCs, large end-users and where significant BESS and battery opportunities are emerging.
- Provide strategic market intelligence and recommendations to the Managing Director and the Board to inform business strategy and product focus.

2. Strategic Relationship and Stakeholder Management

- Leverage an existing network of decision-makers at utilities, developers, industrials, mining houses, commercial customers, consultants, financiers and relevant institutions.
- Deepen and expand these relationships to position the company as a preferred partner for battery and BESS solutions.
- Initiate and manage strategic partnerships and alliances that support market entry, solution delivery and long-term growth.

3. New Business Origination and Growth

- Identify, originate and drive to closure high-value opportunities for batteries and BESS across target sectors.
- Develop and execute account and sector development plans that expand the company's footprint and open new revenue streams.
- Demonstrate a track record of having grown businesses or product lines through new market development, major account acquisition and expansion of existing relationships.

4. Technical Understanding and Solution Shaping

- Develop and maintain a strong working understanding of battery technologies, BESS architectures, operating modes and use cases (e.g. peak-shaving, solar-shifting, backup, ancillary services).
- Work closely with engineering and applications teams to translate client needs and constraints into appropriate technical solutions, including sizing, configuration and high-level system design.
- Confidently discuss technical trade-offs with clients and internal stakeholders, and ensure solutions are aligned to performance, risk and commercial objectives.

5. Commercial Acumen and Deal Structuring

- Support the Exco team in the commercial structuring and negotiation of complex deals and contracts, balancing customer requirements with technical and commercial risk to the company.
- Understand and articulate key financial and contractual concepts such as TCO, LCOE, payback, performance guarantees, availability, LDs, warranties and service models.
- Work closely with Finance and Legal to develop pricing strategies, commercial models and contract terms that protect margin and support sustainable growth.

6. Sales Governance, Forecasting and Reporting

- Own the sales and business development pipeline for batteries and BESS, from lead through to contract signature.
- Maintain accurate forecasting and reporting of pipeline, order intake and margin, and provide regular updates to the Managing Director.
- Ensure disciplined use of CRM/ERP or equivalent tools for opportunity tracking, activity logging and handover to project execution teams.

7. Internal Leadership and Collaboration


- Act as the commercial lead in cross-functional bid and project teams, coordinating engineering, proposals, finance and legal inputs.
- Provide structured feedback from the market on product, pricing and competitiveness to inform product roadmaps and strategic decisions.
- Mentor and guide junior sales / account resources as the commercial team grows.

Required Qualifications and Experience

- Bachelor's degree in Engineering, Business, or a related field; a strong technical qualification with significant commercial experience will be highly regarded.
- 8+ years' experience in sales and business development in the energy, power, renewables or related industrial sectors, with several years in a management or leadership capacity.
- Direct experience with batteries and/or BESS solutions, or in closely related power/energy infrastructure.
- Proven track record of originating and closing substantial deals and of growing a business, region or product line.
- Established network of stakeholders in the South African energy/BESS ecosystem (developers, IPPs, EPCs, large end-users, consultants, financiers, institutions).

Skills and Competencies

- Strong understanding of the South African energy and storage landscape, key players and project pipelines.
- Exceptional relationship-building and stakeholder-management skills at executive and technical levels.
- High level of commercial acumen with demonstrable experience in complex deal structuring and contract negotiation.
- Ability to quickly grasp and communicate technical concepts and to align BESS solutions with client business cases and risk profiles.
- Excellent communication, presentation and influencing skills, both one-to-one and in larger forums.
- Strategic, self-driven and highly results-oriented, comfortable operating with autonomy and accountability.
- Strong organisational skills with disciplined approach to pipeline management, documentation and internal coordination.

AUTHORISED BY:	NAME	SIGNATURE	DATE
MANAGING DIRECTOR:	Louis Heyns		2 June 2026
HUMAN CAPITAL MANAGER:			
EMPLOYEE:			