

JOB DESCRIPTION

Job Title	Manager, Commercial (Solar Park Development)
Position Type	Full time
Reporting to	Management

About the Role

The company is looking to hire a Manager, Commercial to work with the Company during the ensuing development, construction, implementation & operational periods.

Job Description

ROLES & RESPONSIBILITIES:

1. Project Financial Analysis:

- Conduct financial feasibility studies and risk assessments for potential solar park projects.
- Analyze financial models to determine project profitability, ROI, and payback periods.
- Evaluate financing options and structures, including debt, equity and tax incentives

2. Contract Negotiation and Management:

- Negotiate agreements with landowners, suppliers, contractors, and other stakeholders.
- Manage contract execution and compliance throughout project lifecycle
- Ensure contracts reflect project requirements, cost controls, and risk mitigation strategies

3. Market Analysis and Strategy:

- Monitor market trends, regulatory changes, and competitor activities.
- Identify new business opportunities and partnerships with the solar energy sector.

4. Project Development Support:

- Collaborate with technical teams to integrate commercial considerations into project design and execution plans
- Support permitting and regulatory approvals processes.

QUALIFICATION & EDUCATION REQUIREMENTS & EXPERIENCE:

- Bachelor's degree in relevant engineering field with MBA(preferred)
- Minimum 5 years of work experience in commercial management, finance, or business development within the renewable energy industry, preferably with a focus on solar energy projects.

SKILLS REQUIRED:

- Strong financial analysis skills, including proficiency in financial modelling and valuation techniques.
- Excellent negotiation and contract management abilities.
- Knowledge of regulatory frameworks and incentive programs related to solar energy.
- Must have excellent computer skills i.e. Microsoft Office, MS Project, AutoCAD, computerized maintenance management systems;
- Strong writing and public speaking skills;
- Strategic thinker with an ability to influence wide sphere of stakeholders.
- Problem-solving mindset based on observed data, inspections, identified trends;
- Ability to develop strong relationships with stakeholders – Board of Directors, senior management, team & other external parties;
- Integrity & discretion in handling confidential information

Application Process

Please share your interest in the job posting with a resume and a cover letter addressed to info@solencoinfra.com with subject line – Resume - Manager, Commercial – Solenco Infra Private Limited