

# General and Business Development Manager: Ghana



## Overall purpose of the position:

SOLA Future Energy, a leader in commercial and industrial rooftop solar PV in South Africa, is looking for a General / Business Development Manager to spearhead the setup of SOLA's operations in Ghana.

**Reports to:** Chief Executive Officer

**Location:** Accra, Ghana

## Sample of Key Performance Areas (KPA's):

- Partake in the development of the business strategy for the establishment and growth of operations in Ghana, and ensure execution against that strategy.
- Setup local office and operational structures.
- Fully accountable for business development and revenue growth within the region.
- Develop relationships with industrial and commercial energy users, building owners and other key stakeholders.
- Responsible for sourcing and developing key partnerships with local subcontractors.
- Manage contracted projects for clients within the region.
- Developing and submitting proposals (solar lease or design and construction of a solar system).
- Establish local presence through attending conferences, networking events, etc.
- Regular reporting to Directors about achievement of goals and execution of strategy.

## The ideal candidate will have:

- Relevant Engineering or Commercial degree from a reputable tertiary institution is essential;
- At least 5 years prior business development, sales or contracting experience in a growth sector;
- Prior experience within renewable energy, specifically PV, is essential;
- Prior exposure to construction and/or energy industries in Africa will be highly beneficial;
- Must be fully proficient in English (verbal and written communication);
- Interested and able to live and work from Accra, Ghana (candidates who have lived/ worked in Ghana before will have an advantage). The company will assist with obtaining the necessary work permits if required.
- Must have an excellent track record managing and growing teams;
- Must be fully computer literate (proficient in the use of MS Office Suite and Google App Suite).

If you are interested to apply, please submit your CV to [hr@solafuture.co.za](mailto:hr@solafuture.co.za)

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