



CLEAN ENERGY ASSOCIATES LIMITED

HUMAN RESOURCES DEPARTMENT | OPEN POSITION FORM

The Position Summary:

Company: Clean Energy Associates Limited
Department: Business Development
Position: Business Development Manager, APAC
Region: APAC
Location: Australia
Reports to: Anika Giller
Supports: Business Development & Sales

CLEAN ENERGY ASSOCIATES (CEA) provides technical due diligence and engineering services for solar and storage clients around the globe who are financial institutions, project developers, EPCs, IPPs, and PV power plant owners.

To learn more about CEA, please visit www.cleanenergyassociates.com

Job Description:

Primary duties of Business Development Manager for APAC include the following:

1. Support execution of CEA’s APAC business development initiatives
2. Develop and implement APAC plans for strategic business development in line with CEA profit objectives
3. Direct the allocation of resources for the acquisition of new business in new markets and the disposition of existing businesses
4. Close additional business with new and existing clients and manage project engagements that results in on-going, retainer work for CEA
5. Undertake high level sales and business activities to maximize CEA exposure within APAC
6. Initiate and expand relationships with international and Australian banks and investors to fund solar projects in APAC
7. Develop strategies for establishing long-term partnerships with clients and for ensuring client satisfaction
8. Develop working relationships with new industry partners such as e.g. testing labs or other advisory firms whom cooperate with CEA
9. Participate in industry tradeshows and seminars through participation and speaking engagements
10. Oversee deal negotiations, contract development, due diligence, and other business development or alliance development projects
11. Coordinate with a dynamic team of quality assurance engineers, solar industry professionals, and commercial team members in North America, Asia, Europe and South America along with external partners to execute project engagements for clients in APAC
12. Provide leadership, guidance and oversight to CEA team members, including creation of project plans, tracking and management of project schedules, and development of project deliverables
13. Collaborate and cultivate relationships with external partners and industry insiders
14. Represent CEA at high level client facing meetings and other engagements, and manage communications among clients, employees and project stakeholders
15. Actively participate in as well as supervise the drafting of project deliverables and follow-up materials and reports
16. Support all aspects of final stage business development and deal execution

Qualifications/Requirements:

1. Bachelor’s Degree; background in engineering / technical / business administration is preferred.
2. 5+ years of professional experience
 - o Passion for renewable energy
 - o Demonstrated progressive work responsibilities
 - o Technical knowledge and at least one engineering degree is a plus
 - o Knowledge of modules, inverters, racking and if possible other BOS components in the solar industry as well as battery storage
 - o Preferred, but not required work experience in the following:
 - Industry: other energy sectors, semiconductor and chemicals, storage
 - Geography: Australia based with some travel internationally
3. Project management experience in a consulting, market research or services based business
4. Strong interpersonal skills and experience in working with and managing interdisciplinary teams of colleagues and external parties
5. Skilled in multitasking and concurrently managing multiple projects
6. Direct renewable energy industry (and especially solar) work experience is a plus
7. Fluent in English, knowledge in other languages is a plus
8. Excellent writing and communication skills
9. Flexibility to travel and openness to work with other nationalities
10. Ability to work independently, under pressure and amidst uncertainty
11. Result-oriented, reliable and attention to detail work ethic
12. Proficient with MS PowerPoint, Excel and Word
13. Knowledge of Salesforce or any other CRM software

CEA values taking ownership of the work and perform above and beyond, as such, we’re seeking a candidate with the following traits:

1. Ability to absorb information quickly
2. Detail Oriented
3. Organized
4. Patient
5. Flexible
6. Perpetual Optimist
7. Outstanding professional oral and written communication skills, including writing, editing and proofreading
8. Exceptional time management and project execution skills
9. Excellent interpersonal skills and comfortable interacting with personnel of all levels

Desired Start Date: Immediately

Compensation: Based on experience

Interested parties please send a cover letter and resume to agiller@cea3.com with the subject line: ‘APPLICATION: BD Manager APAC.’



About Clean Energy Associates

CLEAN ENERGY ASSOCIATES (CEA) provides technical due diligence and engineering services for solar and storage clients around the globe who are financial institutions, project developers, EPCs, IPPs, and PV power plant owners. From our base in China, our team of engineers travel to factories around the globe to conduct upstream in-factory quality assurance via audits, production monitoring and pre-shipment product inspection. From our USA base, our engineering (IE/OE) team provides system design, energy forecasting, product benchmarking, and supply chain services. Downstream, we audit projects through the full cycle, including design, construction, commissioning, project performance, re-power and upgrade analysis, and warranty support. We serve the solar industry through our expertise in PV modules, racking, inverters and energy storage systems. Since 2008, CEA has reduced Buyers’ risks and improved returns on investments via technical assurance and engineering services covering more than 25 GW+ in 35+ countries.

Purpose: We believe that by helping our clients and stakeholders deploy solar and storage solutions worldwide we are creating a better future

Mission: To help our clients and partners deploy quality solar and storage solutions worldwide

Vision: To become by 2025 the leading global solar PV and energy storage engineering services firm that creates tangible impact with every client

Core Values:

We are excited to be working in the solar industry and seek your active involvement in building and strengthening our values into your daily life in your professional endeavors.

As a team, our core values differentiate us from our competitors and align our interests as a company, so we encourage all employees to practice and celebrate our values.

CEA Core Values:	Descriptions:
We are Family	We are inclusive and value diversity We appreciate and support each other We celebrate wins; teamwork is the key to our success
Have Fun	We value smiles and laughter We see synergy with our work and personal lives We strive for balance among work, family and community
Unending Curiosity	We approach people and problems with curiosity We always search for new ways to get things done We constantly seek to understand our market, improve our strategy and benefit our clients
Be Humble	We listen with empathy and understand with compassion We act with transparency and openness We admit our mistakes; success is infinitely divisible
Do the Right Thing	We do the right thing for the right reasons in the right way We act with integrity and authenticity, even when under pressure We are honest and listen
Results Matter	We know that getting things done counts most We consistently execute our work despite challenges We have a bias for action and search for answers
Own It	We take ownership of our actions and responsibilities We approach obstacles with the mindset that we can overcome them We honor our commitments and hold ourselves and each other accountable
Perform Above and Beyond	We ask ourselves “What more can I do?” We understand our work and strive to exceed expectations We define success by achievement and high client satisfaction