



Job title: Business Development Manager

Job purpose: The Business Development Manager is responsible for developing business development strategies and marketing the company to key stakeholders and potential clients with an aim to generate and increase business for the company while ensuring that clients and partners are satisfied. The Business Development Manager will also work with executive management on a wide variety of tasks related to financial planning, regulatory and compliance and organizational development.

Tasks:

- Initiate market research studies, analyse trends in the two industries of interest; oil and gas and renewable energy and evaluate findings to develop strategies to create value for the company.
- Identify international companies with expertise in industries of interest and create strategic partnerships.
- Develop proposals, presentations and requested documentation for potential partners, clients and stakeholders.
- Prepare winning tenders requested by potential clients.
- Draft, negotiate and approve contracts and agreements with potential clients and other entities.
- Review documents, legal or otherwise, in relation to project(s) and work with legal counsel to diminish potential risks.
- Develop and maintain strong relationships with partners and important stakeholders to increase stakeholder satisfaction by managing expectations and fulfilling agreed project objectives.
- Continuously follow up and monitor progress of partnerships and agreements which must be in place for successful execution of project(s).
- Monitor up-to-date industry developments and obtain information on regulations of interest in the O&G and RE sector (e.g. LC law, PC law, JV formation, etc.) in addition to information on changing market dynamics in the energy industry.
- Timely submission of weekly progressive reports on projects for review by management.

Key competencies:

- Excellent interpersonal and communication skills, both oral and written
- Solid work ethic and team building skills
- Excellent research ability
- Leadership skills
- Foresight and Strategic Planning
- Initiative and Self-motivation
- Multi – tasking ability
- Attention to detail
- Analytical thinking
- Problem Solving
- Dependability
- Proficiency in MS Suites
- Basic accounting skills



Qualifications:

- Minimum 4 years' bachelor's degree
- Master's degree in Energy sector (preferred)
- Minimum 3 years proven experience in business development or a related field.
- Fluency in English compulsory

Working conditions:

- Full time

Industry:

- Energy
- Oil and Gas
- Renewables
- Power Generation

Job Location: The position is based at Destra Energy' Accra Corporate office.

Interested Candidates are required to submit CVs and Cover Letters to hr@destraenergy.com

Deadline: 6th September 2019