



Job Description – Business Development  
Location – Bangladesh

- Responsible for Project Management & Business Development and Coordination of Regulatory Affairs for setting up and ensuring the timely completion of Solar PV projects covering:
- Liaison with BPDB/PGCB/SREDA and other statutory authorities for power projects development (preferably solar power project). Min 5 years of similar experience desired in past.
- Strongly familiar with all the approval process and permitting process in Bangladesh for power project including Land acquisition, Environmental Clearance, Grid Connection, PPA etc.
- Working alongside our development partner, appointed EPC & Consultants to ensure timely coordination of all requisite consents.
- Issuing weekly progress and program reports on key matters agreed with the Team
- Ensuring the timely completion of Project Feasibility/DPR, Land acquisition, Grid Connection, PPA signing, SPV formation, coordination with Local Legal & technical consultants, EPC contract signing.
- Advising on the progress and coordinating the signing of final PPA for the project along with adherence to PPA compliances.
- Co-ordinating with local partner on the land procurement process.
- Adaption to new technologies e.g. Solar Fisheries, Hybrid, Storage, Floating etc.
- Strong communication in English/Bangla and able to build relationship with local statutory authorities/Landowners with decent skills of local level negotiations.
- Ability to effectively translate the communications and official letters written letters to English.
- Ability to explore new business and assess investment opportunities in Bangladesh through identifying and following up project leads in solar
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- Monitor and analyze market trends; develop and implement an effective strategic marketing plan in Bangladesh.
- Assists in the construction of contractual arrangements for project development
- External and Internal follow-**ups for payments to local stakeholders, payments to EPC's,** timely requests for BG/Security Depots etc.
- Co-ordinating on custom clearance of goods and transportation to site.
- Maintain an update on changes in laws & regulations related to power sector.
- Timely and efficient reporting to India on regular basis.
- Ability to manage local admin works, internal travelling and accompany management personnel in Bangladesh for government visits/site visits.

