

Baseload Power Japan, Senior Business Development Manager

2024-01-23 11:01:21

Company name

Baseload Power Japan KK

Job description

Reporting to: Representative Director, Baseload Power Japan

Location: Based in Japan and will require domestic travel.

Do you want to join a team that goes above and beyond to support Japan's green transition and create a planet in balance that runs on renewable energy?

We are now looking for a Senior Business Development Manager to strengthen our team in Tokyo. In this role you will help shape the strategic direction of the company in the Japanese market, while working closely with local communities to build a better and more sustainable future.

If you are a business development professional with a startup mindset who loves a challenge and appreciates a modern and international work environment with a flat organization and great work/life balance then we think you will be a great fit for this role.

Join us and help drive the green transition in Japan!

About us

Baseload Power Japan works with local communities and power companies to permit, build and commission heat power plants.

Heat power is an affordable form of renewable energy based on geothermal resources or waste heat, and It provides local communities with affordable and sustainable baseload electricity. We currently have four power plants in Kumamoto and Gifu Prefectures. Several more plants are currently in the planning, development, or commissioning states.

Baseload Power Japan is a subsidiary of Baseload Capital, a specialised investment entity based in Stockholm, Sweden, that funds the deployment of geothermal power worldwide. Together, we are helping nations quickly transition away from fossil fuels and toward energy independence. The result will lead to more resilient societies and a planet in balance.

Purposes of Position:

1. Build and grow geothermal projects pipeline

To grow the business through identifying, evaluating, and securing geothermal projects. As a business developer you will build and maintain a profitable pipeline through: designing competitive business solutions; developing financial models; conducting technical due diligence in close collaboration with other disciplines (Investment Management, Geoscience, Project Development, Operations and Maintenance, etc.); and building strong relationships with relevant stakeholders to ensure that all necessary permits and consents can be obtained.

2. Support the design of the overall business strategy for Japan and lead its implementation to increase geothermal power business opportunities for Baseload Power Japan

You will support to develop and deploy the local business strategy to increase Baseload Power Japan's market competitiveness as a leading heat power company and help strengthen its portfolio through by forging strategic partnerships with third parties, bringing in strategic off-takers, and proactively identifying other key partnerships.

3. Coach and support the Baseload Power Japan Field Business Development team

Identify and address business development team capability improvement opportunities.

Duties / Responsibilities:

- Support the development of a business development strategy and lead the planning of the yearly business development budget aligned with overall company goals and objectives
- Regularly monitor the progress of the business development strategy implementation, and manage the geothermal project pipeline list
- Plan, propose and implement necessary measures to keep business development progress on track
- Prepare preliminary financial models together with Baseload Capital Investment Manager to assess the returns of each project, and explore ways (conventional and out-of-the-box) to bring projects profitable amid constraints
- Identify and onboard strategic partners (academia, financial, offtake, downstream businesses, innovative startups, etc.)
- Identify and negotiate suitable land areas and landowners within prioritized areas and acquire land for geothermal power plant development

- Secure local community consent and other permits necessary to build and operate geothermal power plants
- Establish and maintain good relationships with internal and external stakeholders, including landowners, utility officials, local politicians, and other relevant parties
- Manage the legal and technical due diligence process in close coordination with Baseload Capital/Baseload members
- Develop and implement strategic initiatives to diversify Baseload Power Japan's portfolio and improve profitability in alignment with internal and external stakeholders.
- Coach and support the Baseload Power Japan Field Business Development team
- Coordinate key project functions such as business development, engineering and geoscience functions in all project development

Competencies:

The following competencies are expected:

- **Resilience** – A personal ability to bounce back when discouraged, learn from your mistakes, and collaborate with others in order to overcome any hurdle;
- **Innovative** – An openness to new ideas for improving the way we work and how we build our business and plants;
- **Visionary pioneering** – Ability to recognize and seize opportunities, and not let the risk get in the way of doing what is right or inspiring others to achieve desired results together;
- **Entrepreneurial mindset** – Previous experience building up businesses in new areas and continuously drive the company offering on a fast-evolving market
- **Self-starter and results oriented** – Proven experience working towards targets and achieving them and the ability to flourish with minimal guidance, be proactive, and handle uncertainty
- **Excellent communication skills** – Superb interpersonal skills, including the ability to quickly build rapport with both customers, partners, and suppliers.
- **Leadership and management Skills** – Ability to inspire others to achieve desired results and to develop and enable others to realise their full potential.
- **Environmentalist** – Passionate about the environment and sharing the core values of Baseload group to work for a carbon free society

Requirements / Education / Qualifications:

- A degree in Engineering or a degree in Business/Economics with considerable time spent in an engineering//technology company. An MBA or a postgraduate degree will be a merit.
- 10+ years professional experience of B2B sales or business development.
- Working experience in consulting, business development, strategic planning, corporate planning or M&A will be an asset.
- Experience in working with regional development organisations is a plus • Experience in leading large complex engineering projects.

- Proven track-record in independently prospecting, scoping and closing large deals
- Previous team management and mentoring experience to nurture and develop junior team members
- Native level Japanese
- Business level English is minimum; fluency will definitely be an advantage and broaden your future career opportunities within the global Baseload organisation
- Previous knowledge of workplace health and safety regulations, as well as the Japan Regulatory framework and standards related to power generation and development (ex: Japanese Electricity Business Act (????)) is a plus

If you have any questions about the position then please email Petter Sund, Country Manager at petter.sund@baseloadpower.jp and put “Senior Business Development Manager” in the subject.

Email

petter.sund@baseloadpower.jp