

Business Development Manager (All Genders)

Role Overview

Ikaros Solar is a leading company in solar project development, committed to promoting sustainable energy solutions. With a focus on large-scale solar projects, we strive to deliver innovative and reliable solar energy solutions that meet the growing global demand for renewable energy. With a track record of over sixteen years in Europe, Ikaros Solar is now expanding into the German market and forming a complete project development team. As important members of the development team, we are looking for **Business Development Managers** in the **northern and southern regions of Germany**.

Key Responsibilities

- Identification and development of large-scale PV Projects (securing locations, site evaluation, planning, permitting processes, etc.) until complete security and approval are obtained
- Coordination of required assessments and analyses for project implementation (environmental and nature studies, technical and economic studies, etc.)
- Examination and evaluation of cooperation opportunities and acquisition of projects in various stages (origination and support in due diligences)
- Preparation of business plans and investment documents
- Support in project financing
- Participation in the creation and negotiation of contracts (purchase agreements, power sales/PPAs, EPC contracts, operational management contracts, among others)
- Building close and sustainable relationships with local decision-makers (authorities and municipalities), partners (local project developers, banks and investors) and purchasers (private and corporate PPAs)
- Monitoring of legal and political framework conditions as well as market development in the photovoltaic sector in Germany

Profile Requirements

- Bachelor's degree in Engineering, Business Administration, or related field.
- At least 5 years of experience in Business Development in the PV / Solar energy sector in Germany
- Highly motivated, creative, independent and a good team player with multicultural awareness
- Organizational skills & Priority Management (used to work on multiple projects simultaneously), with good understanding of project management processes
- Strong negotiation skills with good relationship building
- Fluent in English and German (spoken and written). Additional languages are a plus.
- Good user knowledge of MS Office, with expertise in Excel and Power Point
- Available to travel within Germany

What we offer

- We're 100% on board with remote work
- Competitive salary with extra benefits
- Full time position in a well established company, that is in a thriving path
- Professional growth, being part of an international collaborative team committed to sustainability and innovation

Interested?

If you believe you are the right person for this opportunity, we want to hear from you! Send us your resume and a letter that tells us why you are the one to recruitment@ikaros-solar.eu. Let's shape the sustainable future of energy in Europe, together!

