

## Business Development Manager - UK

### Background and role purpose

Following a recent acquisition Ikaros is transitioning towards becoming a fully integrated IPP company. Ikaros has received ample investment funds to develop, build and manage PV throughout Europe.

In line with these ambitions, Ikaros is looking to hire a Business Development Manager (BDM) in the UK.

The BDM will apply his commercial expertise to identify and conclude new PV developments. He will be applying his expert vision on the PV markets to steer his development efforts towards the most lucrative commercial opportunities. He will present these opportunities to the investors. He is able to work from the very start to the very conclusion, assisted by his colleagues.

The BDM will report to the Group Business Development Director.

### Position summary

The BDM will

- Understand local conditions and all applicable legislation and regulation
- Develop ground mount or rooftop opportunities
- Conclude lease/acquisition agreements with the owners
- Steer the project consultants through licensing and permitting
- Bring these opportunities to financial close
- Apply an appropriate marketing plan and efficiently manage his pipeline targets
- Master the specialized contracts that form part of the development cycle

### Candidate profile

Requirements:

- 5+ years work experience in a business development role
- Demonstrated success in contracting and developing
- Higher education degree

Competencies:

- business judgment and financial insight
- influencing and decision making skills
- entrepreneurial mindset
- fluent language proficiency in English and the local language
- PV market knowledge

### Remuneration

Attractive fixed basis remuneration in addition to rewarding performance with bonus arrangements

