



Business Development Manager – France

Role Overview

Ikaros, a rapidly growing fully integrated IPP company in Europe, is seeking a skilled Business Development Manager to join our team in France. You will be pivotal in identifying and securing new PV projects by leveraging your commercial expertise into a deep understanding of your market. You will work closely with our European colleagues and report directly to the Chief Commercial Officer.

Key Responsibilities

- Be the best PV expert in your regional PV market with a deep understanding of market environment, legislation, and regulations.
- Identify viable opportunities within existing and novel business models.
- Negotiate and develop PV projects by concluding land lease and acquisition agreements.
- Steer project consultants through the licensing and permitting process.
- Demonstrate the commercial viability of the identified opportunities to Management.
- Devise and implement optimal business development strategies.
- Master specialized contracts integral to the development cycle.

Profile Requirements

- Minimum five years of proven experience in business development roles, with a track record of successful developing and contracting (energy/ PV) projects.
- A higher education degree in a commercial or technical field.

Competencies

- Entrepreneurial mindset that thrives in a dynamic and fast-paced environment.
- Strong business acumen with a keen understanding of project economics.
- Exceptional influencing and decision-making skills to drive successful outcomes.
- Fluent proficiency in English and a native speaker of the local language.
- In-depth knowledge of the PV market and energy industry trends.

Remuneration

We offer an attractive fixed base salary, along with extensive performance-based bonus arrangements to reward your achievements.

If you believe you have the necessary skills and experience to drive our business forward, we encourage you to apply for this exciting opportunity. Join Ikaros as we continue to revolutionize the PV industry and shape the sustainable future of energy in Europe!

