

## Job Description

### POSITION GENERAL INFORMATION

JOB TITLE	Business Development Manager / Business Developer
BUSINESS UNIT	APAC Offshore Business
GEOGRAPHIC LOCATION	Japan
BUSINESS LINE MANAGER	Country Manager

### DESCRIPTION OF THE ROLE. JOB PURPOSE STATEMENT

The Business Development Manager/Business Developer is responsible for identifying business opportunities, developing such opportunities, and incorporate them to the Iberdrola's business in Japan with the objective to meet Company targets in the country.

He or she will identify Iberdrola's competitive advantage across its existing footprint and deliver opportunities to implement the strategy by identifying the best route to market.

He or She will support Country Manager by coordinating multi-disciplinary matrix teams to achieve this aim and will use its excellent interpersonal skills to develop long term relationship with stakeholders.

Note: Country Manager will lead projects until bid submission.

### MAIN FUNCTIONS AND ACTIVITIES

Origination (New Business – Mainly Offshore Business for now)

- Identify business opportunities as per the business strategy.
- Seek and maintain a robust network of contacts in the market (ie. potential partners, potential clients, etc.),
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- Collect market information, analyse the information in appropriate manner and report the analysis to the Country Manager.
- Keep abreast of the regulatory landscape, to inform strategic thinking, and report on regulatory issues relevant to Iberdrola's Business in Japan, as well as the power industry in general
- From an understanding of trends in the regulatory environment and market trends – report solutions and opportunities to “seize the market” to the Country Manager

Corporate Planning

- Support the Country Manager with the provision on market intelligence in strategic development, corporate planning, pipeline management, budgeting, and forecasting.
- Support the Country Manager in stakeholder engagement to promote the company's presence in Japan

Project Development

- Support the Country Manager to lead projects until bid submission by integrating efforts on project development for “live” projects in the areas of bid strategy, engaging with legal advisors, selection of bid advisory support, as well as financing schemes and financial modelling where relevant and necessary.
- Support stakeholder engagement with partners where necessary and relevant.
- Provide competitor analysis to the Country Manager

## CRITERIA, SKILLS, KNOWLEDGE & EXPERIENCE

- Understanding over Country's energy system and electricity market
- Work experience at a utility company (e.g. Electric power company, Oil & Gas company )
- Understanding over the evolving Country power market structure, retailing and regulatory framework.
- Perseverance and ability to cultivate strong positive working relationships internally and externally to get things done
- Experiences in managing conflict of interests among partners in Joint Venture. Joint venture management experience is highly desirable.
- Experiences in energy facility investment
- Strong logic, analytical skills as well as good reporting capability
- Open and honest communication and respect reporting line
- Organised, methodical, and analytical approach to origination, pipeline building, and issue resolution.
- Project management skills and experience is highly desirable.

## EDUCATION, EXPERIENCE, LANGUAGES)

- Hold at least a bachelor's degree in business, engineering and project management, etc.
- 7+ years of relevant career experience which has required a strong commercial mindset, the ability to demonstrate exceptional analytical skills, and understanding of project management
- Prior experience in project development in energy projects
- Able to build and mature strong relationships with both internal and external parties
- Native level of Japanese language and read, write and speak English enough to perform his or her duties.