

JOB DESCRIPTION
BUSINESS DEVELOPMENT MANAGER –JAPAN

The chance to work with one of the most attractive employers, offering one of the best career opportunities in a high-growth region. Iberdrola Renewables International is seeking a Business Development Manager to work in Tokyo.

An individual experienced in the origination, development/acquisition of onshore renewable energy (photovoltaic and/or onshore wind) projects, developing relationships with stakeholders (local, provincial, and national authorities, grid companies, landowners, local developers and regulatory agencies) in Japan.

Tasks summary:

- One of the Business Development leads in Japan, reporting to the Head of Onshore Renewables Business in Japan.
- Knowledge of Japan renewable energy and overall power market:
 - o Analysis of regulatory frameworks
 - o Electricity market analysis: Electricity Mix, Demand growth, National decarbonization objectives, Procedure for obtaining generation licenses, Road to Market Mechanisms (FIP, FIT, CFD, auctions, etc.), energy sales prices in the market and future forecast.
 - o Processing processes to obtain authorizations for the construction and exploitation of Renewables projects, as well as procedures for connecting to the grid.
 - o Local legislation and taxation applicable to renewable energy projects.
 - o Identification of the main players and opinion forums: national, prefecture level, local administration, competitors, opposition groups, renewable energy associations, fairs, etc.
- Helping originate corporate PPAs, especially with local Japanese corporations, liaising with regional and global PPAs team for major accounts.
- Working, in coordination with Head of Onshore Business and broader regional team, on the origination and execution of M&A, co-development opportunities, JVs and greenfield projects, to boost the growth of Iberdrola's renewable energy business in Japan.
 - o Greenfield – candidate needs to have hands-on experience in the greenfield project development process in Japan in at least one of photovoltaic or onshore win technologies. Knowledge of energy storage project development would be a plus.
 - Identify areas of interest for the development of projects (wind and solar), taking into account:
 - Optimal resource areas
 - Environmental and/or construction restrictions among others.
 - Network connection
 - Negotiation with landowners to rent or acquire land.
 - Processing of projects to obtain RtB status.
 - Work with engineering team to prepare and gather all necessary documentation for the projects.
 - Agreements with municipalities to obtain municipal licenses
 - Obtain local consensus and social conciliation for the positive development of projects.

- Ample knowledge of local, regional and national regulation that might apply in each status of the development process in order to achieve RtB:
 - Environmental Decision,
 - Zoning Plan,
 - Building Permits
 - Interconnection agreement
 - Interlocution with local citizens and town halls during the development and construction phase of the project.
 - M&A – origination and execution of M&A opportunities of platforms or projects at different stage of development, viz. CoD, Ready to Build, Ready to Auction, early stage greenfield portfolio. The process involves:
 - Analysis/filter of opportunities to determine value and make a non-binding offer
 - Leading the Due Diligence process, coordinating teams from other business and corporate organizations to study the opportunity in detail and make binding offer
 - Lead the preparation of the documentation required for the different governing bodies in which the investment decision will finally be made.
 - In case of being the selected company, negotiation of a sale agreement coordinating the rest of the organizations involved (legal, fiscal, control, financial, purchases, etc.)
 - Working in close collaboration with Iberdrola’s Corporate Development team for platform situations
- Project management and planning:
 - Implementation of acquisitions to secure property rights for renewable energy projects
 - Presentation/ review/ control of project plans, chronograms schedules budgets costs until RtB
 - Developing relationships with stakeholders (local, provincial, and national authorities, grid companies, landowners, regulatory agencies) to reduce the risk and cost associated with the planning process.
 - Development of a project structure and coordination of the project planning.
 - Liaising and manage external consultants for planning services, where required.

Experience:

Education:

- Engineering (ideally Electrical or Mechanical or Civil or Industrial, specialty in Energy) or equivalent University Degree OR
- University Degree in Economics & Law / Business & Law, or equivalent University Degree from a recognized business school
- MBA would be a plus

Skills and knowledge:

- A professional experience of 7-10 years is required, of which at least 3 years should have been in a similar position and with experience in commercial negotiations, team coordination, market development, regulatory awareness, etc.
- Thorough knowledge of project development and management as well as a commercial, technical, and legal understanding of renewable energy projects in Japan.

- Confident handling of MS Office programs
- Analytical skills as well as a responsible and independent way of working
- Extended vision of the Renewables business in order to be able to transfer the operative, regulatory and financial-economic inputs for the evaluation of opportunities and understand whether they fit with the growth objectives.

Native Japanese speaker, with very good knowledge/fluent in English