

## **TERMS OF REFERENCE**

**Job Title:** Business Development Manager  
**Project Title:** Renovagen Fast Fold  
**Contract Duration:** 3<sup>rd</sup> March 2020 till 3<sup>rd</sup> July, 2020.

### **Background**

First Aid Africa Zambia (FAAZ) is a subsidiary of First Aid Africa limited a social enterprise working in Tanzania, Kenya, Uganda, Malawi and Zambia whose core mandate is to provide sustainable education and equipment in first aid. As part of its sustainability strategy, FAAZ is looking to hire a Business Development Manager for its subsidiary company.

### **Product Description:**

The FAST FOLD Energy Hub is an entire off-grid hybrid power system packed into a robust Peli case, including up to 10kWh of energy storage (lithium-ion batteries) and up to 3kVA AC output. The system can be run standalone with up to two 1.5kWp FAST FOLD solar mats (3kWp max), or it can be run in hybrid with a small diesel generator (2kVA to 5kVA), which automatic start-stop based on battery charge state (genset dependent). With this setup, you can guarantee power availability on a 24/7/365 basis. The Energy Hub is waterproof for outdoor operation and has been ruggedised for transport by road, sea, air and extensive manual handling to go even where vehicles can't!

Just one of these systems could provide power for:

- A deployable camp HQ – comms, lighting, computers, or;
- 3,000 litres of seawater purified for drinking, or;
- 800+ smartphone charges, or;
- 200+ cups of tea!

The key advantages are:

- A large surface area of solar PV can be deployed from a small, lightweight package = more power for less weight, hassle and transport cost
- CIGS flexible thin-film technology operates well in a wide range of irradiance conditions – so the angle of deployment or level of sunlight is less important than with glass panels
- A solar mat is deployable by 2 people in less than a minute!

This is the best way to get self-sustaining power to the most remote and difficult-to-access places, where continuous delivery of fuel for generators would be impossible or extremely expensive.

## **Job Objective**

The successful Candidate will be responsible for marketing the Renovagen Solar Unit (for lease) through building key customer relationships, identifying business opportunities, negotiating and closing business deals and maintaining extensive knowledge of current market conditions.

## **Job Tasks:**

- Prepare proposals, quotes, contracts, or presentations for potential customers (develop content for sales presentations or other materials, develop proposals for prospective customers and prepare sales or other contracts.)
- Gather information from prospective customers and determine customer needs.
- Assess sites to determine suitability for solar equipment; security, facility/environment etc.
- Possess excellent product knowledge.
- Develop marketing or strategic plans for sales and marketing.
- Ensure equipment is fully charged and ready for use.
- Manage the movement, connection, operation and security of the equipment while on lease.

## **Compensation**

A gross compensation package ranging between ZMW6,000.00 to ZMW8,000.00 will be paid monthly dependent on experience.

## **Duration of the work**

This position is on pilot for four (4) months with possibility of renewal dependent on performance and market response.

The successful candidate will report to the PM/CEO.

## **Required Expertise and Qualification**

- A university degree in Engineering with business/marketing experience is preferred.
- Proven experience working in the solar energy sector is an advantage.
- Problem-solving and analytical skills to interpret sales performance and market trend information.
- Knowledgeable in developing marketing and sales strategies.
- Excellent oral and written communication skills.
- A valid driver's license.
- Should be willing to travel
- Self-motivated, fast paced
- Networking and relationship management with clients
- Negotiation skills
- Good communication skills
- General Solar technology and market knowledge is an added advantage

- Ability to plan and prioritize work duties as well as work competently under pressure and tight deadlines.
- Consistently approaches work with energy and a positive, constructive attitude.

**Application Deadline**

Closing Date:20 February 2020,

Time: 16:00 Hours

All applications together with a full CV must be **Headed; Business Development Manager – Clean Energy** to be emailed not later than the closing date and time to:

The Senior Business Partner

BS Management Consultants Ltd

[BSMRecruiter@outlook.com](mailto:BSMRecruiter@outlook.com)

<https://bsmanagementconsultants.com/vacancies-and-consultancy>

**Note: Late applications and hard copies will not be accepted.**

**Only shortlisted candidates will be contacted.**