



Managing Director/Chief Operating Officer

Role Description

Shire Oak Green Asia (SOGA) funds, installs, operates and maintains solar panels on factory and civic buildings. The solar projects are owned for the long term by our pension fund investors. Our core market is Vietnam.

In the 11 years to 2030, Vietnam will either become the 4th biggest polluter on the planet or the first country to leapfrog fossil fuels and move to a clean sustainable future. Shire Oak Green Asia has been established to help the latter vision become a reality.

Vietnam has 98,000 hectares of factories and sunshine is in abundance. Vietnam is especially sunny in the south of the country where there is also a power shortage. Solar power on factory rooftops is the perfect solution for clean air for Vietnam, cheaper power for factories in Vietnam and for Vietnam to be able to market itself as home of the green factory.

We are building a pipeline of potential projects and have pulled together a Sales Team, a Transaction Team and an EPC and Operations and Maintenance team. The team is predominantly based in District 2, Ho Chi Minh City, with a small satellite team in Hanoi.

At present our Founder and CEO is running the business directly, supported by Development Manager who is running the transaction process. Together, with the team in Vietnam, the CEO and Development Manager have:

- established a clear sales and transaction process to take potential projects through from an opportunity, through client checklist and transaction checklist to a project that is ready for financial close.
- created a series of commercial offers for clients according to location and client type.
- Put into place the codification of opportunities and all the legal frameworks.
- Built the 'machine' and are currently running through teething problems.
- Got the first 20 projects at lease signing stage.

The company currently employs 30 people which will rise to 50 people as we recruit further into Sales Administration, Transaction, Build and Operations and Maintenance.

As the business grows, we would like to appoint a Vietnam based individual to act in a Managing Director/Chief Operating Officer with a 'hands-on' management role.

The person we are looking for is:

- a) A doer and good leader of a team
- b) Capable of leading their own sales to large clients as well as managing a team
- c) Capable of keeping the company motoring and never burdened with cumbersome processes
- d) Good at pushing projects over the line and getting processes that are working fluidly
- e) Good at empowering teams to take their own decisions
- f) Able to hold detail
- g) Good at managing a multi-cultural, diverse personality team made up of great local talent and Vietnam long term based international talent
- h) Capable to run the 'machine' that will be closing 30 projects a month
- i) Someone who enjoys holding core relationships and able to manage many distinct senior relationships all at once

The candidate will either be Vietnamese, or Vietnam based. We would consider an exceptional candidate who is based in South East Asia and has very applicable experience.

Salary in line with experience. Bonus based on company performance.

For further details please contact Mark Shorrock (Founder and CEO) via his Executive Assistant, Charly Cope charly.cope@shireoakenergy.com

