

Job Description

Position Information:

Job title: Hydropower Project Development Manager - Western Africa

Reports to: Regional Director – Western Africa

Location: Abidjan. Travel to other EDF premises within Western Africa may be required as business needs dictate. Travel outside Sub-Saharan Africa will be required from time to time.

Dimensions: The role will support all EDF business units within Western Africa.

Professional environment:

The EDF Group's International Division is responsible for defining the Group's international strategy (excluding UK, Italy and China), optimizing the project portfolio, enhancing the management of existing assets, and supporting EDF's Group international development by creating value and ensuring the consistency of the business and geographic priorities defined by the Group. The International Division operates in many countries in Europe, Africa, the Middle East, Asia and America.

The projects of the International Division relate to several EDF Group activities and in particular:

- Production projects: biomass, hydropower...;
- Projects in the field of electricity distribution and transmission;
- Commercial and Industrial solar "Offgrid" type projects;
- Projects in the field of energy efficiency;
- New innovative businesses linked to the energy transition.

The projects developed can be Greenfield type projects, or Brownfield type projects (acquisition of existing assets with development potential and / or operational optimizations). The International Division is organized in a matrix fashion into four major geographic areas: Asia, Africa-Middle East and Eastern Mediterranean, Asia-Central Europe, and the Americas; and endowed with the Finance, Legal and Projects & Coordination Departments.

EDF in Western Africa:

Present in Africa for over 50 years, EDF is participating to many projects in Africa.

EDF supports public initiatives to improve the development of electricity within the African continent through a range of diverse solutions appropriate to each need and favouring the most efficient ones that will produce the lowest levels of CO2 emissions.

The Group is particularly keen to support industrial companies to develop their business activity throughout Africa. EDF proposes energy solutions that meet their needs, and generally seeks to build long-term partnerships with them.

EDF is supporting its customers towards their energy projects through various solutions in all types of energy (hydropower, thermal, wind and sun, nuclear, biomass) and all along the value chain of electricity, from production to households through networks: engineering consulting, construction management, technical assistance, delegated management of O&M, training, energy services, etc.

Missions of the Hydropower Project Development Manager:

The Hydropower Project Development Manager is in charge of **developing the portfolio of hydropower projects** for the EDF Group in Western Africa region and **lead the projects** from origination to a preliminary stage of development.

The Hydropower Development Project is attached to the EDF area representative and carries on its objectives under the framework of the Corporate Strategic plan of the Group. He is also supported and regularly reports to the Africa's Hydropower Business Development Manager.

The Hydropower Project Development Manager will have to adopt a **proactive and creative attitude** to perform his/her assignment in these two fields of activities:

1. Develop the portfolio of potential projects

- Identify the local decision-makers and decision process in the energy sector: Utilities, Ministries, Development Financial Institutions, Partners, Competitors, International organizations, Project Developers, Local Entities, Commercial Banks...
- Prepare prospection/introduction meetings and gather all valuable information on the hydropower business market
- Elaborate presentations, in compliance with EDF Group Communication criteria
- Build business cases on potential hydropower projects investments, both in greenfield (new build) and brownfield (existing assets) sectors
- Support to the management to prepare the business development team meetings
- Participate to the registration of EDF and its affiliates in the different tender processes
- Obtain the internal approval of the project initiation, from the management team, through a detailed presentation of the project fundamentals, strategy, key risks, objectives and requested means...

2. Manage the projects in their early development phases

- Coordinate the support of the different entities of the EDF Group in order to assess and/or reframe the opportunity, following different workstreams as ethics & compliance, legal, financial, technical, environment and social impacts...



- Prepare the answer to the tenders: gather the documentation, do a checklist, monitor the availability of the documents, coordinate the different contributors, control the compliance of the technical and commercial offers to the RFQ, market the offer with a good-looking presentation, pictures, etc...
- Prepare the internal approval of the project for the later phase of its development, when the EDF Group requested investment becomes significant enough

For all his/her activities, the Hydropower Project Development Manager:

- liaises with the other entities of the EDF Group in the region as per the coordination insured by the International Division.
- is frequently representing EDF where he/she is involved.
- provides regular reports about his/her mission/objectives in the region and proposes new orientations to develop the business opportunities in the region.

The Hydropower Project Development Manager is ideally persistent with a strong client-oriented culture, and a solid background in project management. He/ She is irreproachable from an ethic point of view, With a good ability to work in the West African multicultural environment. He/ She builds up the trust easily, has a team-work mindset with a strong capacity to work with his/her base team even from a remote location.

The Hydropower Project Development Manager work will be based on a strong and good understanding of the energy industry and related economic/financial knowledge.

The Hydropower Project Development Manager will have to familiarise himself/herself with the EDF Group to promote the diversity of expertise, knowhow, and references of the Group.

Required profile:

Master's degree from a business and/or technical school or equivalent

10 years of experience in the energy and/or engineering sector

Proven experience in project management

Understanding of the legal and fiscal environment of the region

Leadership, Team spirit and good interpersonal skills

Ability to adapt quickly, Ability to work in multicultural environments.

Proficiency in English

Strong communication and commercial skills

Negotiating skills and "business knowledge".

Analytical mind.



Interested?

Then make sure to send us your CV and cover letter with your salary expectations to contact.rh@edf-ao.com before September 8, 2023.