

JOB ADVERTISEMENT	
Job Dimensions	
<b>Job Title:</b> Officer, Business Development Energy	<b>Supervisor Title:</b> Senior Principal Officer – Energy
<b>Subsidiary:</b> Laser Infrastructure and Technology Solutions Limited (LITES)	<b>Location:</b> Nairobi
Job Summary	
<p>The job holder is responsible for identifying and pursuing growth opportunities, building and maintaining client relationships, and achieving revenue and profitability goals in LITES. The holder plays a crucial role in ensuring the successful adoption of LITES products and Solutions.</p>	
Key Responsibilities	
<ul style="list-style-type: none"> <li>• Work with business development team in identifying, analyzing, and qualifying potential clients and opportunities in the energy market</li> <li>• Conduct energy audits, feasibility studies, and site assessments to identify efficiency improvement opportunities and validate project viability.</li> <li>• Design, develop, and implement renewable energy systems such as solar PV and hybrid solutions in line with technical and client requirements.</li> <li>• Prepare and review technical and financial proposals, including cost estimates, system designs, and return-on-investment analyses.</li> <li>• Prepare and deliver technical and commercial proposals to prospective clients.</li> <li>• Collaborate with sales, engineering, and project management teams to tailor solutions and ensure seamless project delivery.</li> <li>• Work with projects and engineering team to supervise installation, testing, and commissioning activities to guarantee compliance with design standards, safety regulations, and performance targets.</li> <li>• Monitor project execution to ensure timelines, quality benchmarks, and budgetary goals are achieved.</li> <li>• Provide post-installation support, performance monitoring, and optimization recommendations for implemented systems.</li> <li>• Stay abreast of new technologies, market trends, and policy developments in the renewable energy sector to inform project strategies.</li> <li>• Prepare technical reports, market intelligence summaries, and presentations for internal and external stakeholders.</li> <li>• Represent the organization in client meetings, trade exhibitions, and professional forums while upholding corporate values and sustainability objectives.</li> <li>• Any other duties may be assigned from time to time.</li> </ul>	
Qualification and Experience Requirements	

## **Education**

- Holder of a bachelor's degree in electrical engineering, Renewable Energy, BCOM Marketing option/ Business Administration (Marketing major) or a closely related field from a recognized institution.
- Certification:- Chartered Institute of marketing (CIM)/Marketing Society of Kenya(MSK ) will be an added advantage
- Registration with a professional body such as EBK, IEK, EPRA will be considered an added advantage

## **Experience**

- A minimum of five (5) years' experience in engineering or technical sales, with a strong preference for exposure within the renewable energy industry.
- Must have experience in preparing Energy bids (tenders, RFPs, RFQs, and EOLs)
- Demonstrated ability to meet and exceed sales targets.
- Demonstrate excellent understanding of target market segments with a good network in space.
- Proficiency in developing sales strategies and business plans.
- Proficiency in renewable energy design tools e.g. PVSyst, AutoCAD, Helioscope etc. will be an added advantage.
- Knowledge of ICT solutions is an added advantage.

## **Competence Requirements**

- Self-motivated and results-driven
- Exceptional communication skills, both oral and written, with the ability to negotiate and persuade at all levels and capacity to present technical ideas clearly to non-technical audiences.
- Experience in team leadership and mentoring, with the ability to inspire and motivate.
- A track record of making ethical decisions, even under pressure.
- Ability to establish and maintain high-level strategic partnerships within the industry.
- Excellent interpersonal and networking skills.
- A commitment to continuous personal and professional learning and development.
- Excellent analytical, problem-solving, and organizational skills.
- Self-driven, proactive, and able to perform effectively both independently and as part of a team.