



Business Development Manager (M/F)

About Neoen

Neoen is one of the world's leading independent producers of exclusively renewable energy. Neoen has 5.4 GW of solar, wind and storage capacity in operation or under construction in Australia, France, Finland, Mexico, El Salvador, Argentina, Ireland, Portugal, Jamaica, Mozambique, and Zambia. The company is also active in Croatia, Ecuador, Italy, Sweden, and the USA. Neoen's flagship assets include France's most powerful solar farm in Cestas (300 MWp), and two of the world's largest lithium-ion batteries: Hornsdale Power Reserve (150 MW / 193.5 MWh) and Victorian Big Battery (300 MW / 450 MWh), in Australia.

A player in the fight against global warming and the energy transition, Neoen's mission is to design and implement the means to produce the most competitive renewable electricity, sustainably and on a large scale. As a responsible company whose long-term vision is reflected in a strong and sustainable growth strategy, Neoen is targeting more than 10 GW capacity in operation or under construction by end of 2025.

Neoen (ISIN Code: FR0011675362, ticker: NEOEN) is listed in Compartment A of the regulated market of Euronext Paris.

For more information: www.neoen.com

In Sweden, Neoen has recently opened an office in Stockholm and is currently developing large scale solar, wind and battery storage projects.

Role purpose

Our **Swedish Development Department** is looking for a **Business Development Manager**. Reporting to the Head of Business Development, you will be in charge of the development of a portfolio of wind solar, and battery storage projects, from identifying the site to securing the land and the permits until construction starts. **There will be a very high focus on pre-construction tasks.**

The main tasks include:

- Identify new greenfield opportunities for solar, wind and battery storage projects
- Identify suitable land, approach land owners, negotiate and sign land lease agreements. Also source and manage land agents, and land consultants
- Managing the development of projects in all the aspects with various local stakeholders
- Launch Monitoring studies
- Coordinate all the parties involved in the projects (consultants, advisors, local authorities, grid companies, suppliers, etc.)
- Apply for necessary permits
- Lead the submission of offers in the case of public or private tenders;
- Manage pre-construction tasks closely with risk assessments, procurement tender preparation, support to EPC negotiations and draft of technical and commercial appendices
- Source and negotiate PPAs for the projects
- Manage and update all inputs of the financial model
- Support the Construction and Asset management teams during the initial phases of the performance of the services
- With the support of Neoen's teams, manage all administrative aspects related to Neoen's presence in Sweden



Candidate profile

The candidate will need the following skills and experience to succeed in this role:

- Master's degree in engineering or business administration, with specialization in renewable energy, environment or project management
- 5 to 15 years of work experience with similar tasks; experience with construction management in renewable projects or telecom, power lines, or other public or private infrastructures will be a key differentiator in the process
- Strong motivation to work in a complex environment : you are organized, open-minded and able to work independently; you are capable of working on several projects in parallel
- Solid analytical skills, strong adaptability, efficiency
- Social skills, excellent oral and written expression
- Integrity, ethical standards and sound judgement
- Leadership and team spirit
- Intellectual curiosity, passion and self-motivation
- Fluent in Swedish and English
- Driving license (frequent travelling will be required)

Conditions

Permanent contract

Based in Stockholm

Starting date: as soon as possible

Please send your CV and cover letter to Laetitia Prot, Head of Business Development at careers.sweden@neoen.com