



Head of Development - Solar

Zagreb, Croatia

Salary: Competitive

In November 2020 Solarcentury joined forces with Statkraft. Statkraft is a leading company in hydropower internationally and Europe's largest generator of renewable energy.

Statkraft now has a great opportunity for an experienced Head of Development – Solar in Zagreb Croatia. As the Head of Development – Solar, you will proactively initiate and grow Statkraft's project solar development business in Croatia. The goal is to create a solid and long-term development pipeline of projects in different stages. You will carry out and be responsible for all necessary business and project development activities. The position reports to Croatia Country Manager. In close relationship with the Country Manager, the position will build a local team and draw on both Business Area and Group service providers to optimize the value of projects and assets.

Key Responsibilities:

- Responsible to initiate, to grow and manage all solar project development activities and leading the team of developers in Croatia.
- Develop a project, a pipeline and co-development projects: from opportunity origination to financial close, including contract negotiation and due diligence (tax, legal, technical) coordination and managing third party engagement together with internal service providers.
- Ensure proper execution of contracts and projects: co-development agreements, project/pipeline/company acquisition, integration process, tax/legal/financial structuring, positioning the brand, marketing/PR.
- Negotiate and/or support the negotiation of the following contracts: Co-development Agreements, Land related Agreements, Power Purchase Agreements, Engineering-Procurement-Construction contracts, Share Purchase Agreements, Asset Purchase Agreements, Investment agreements.
- Manage and run, together with the internal service provider, financial models to assess the viability of multiple projects.
- Manage several solar projects in a portfolio including project programmes and budgets from early-stage feasibility up to start of construction.
- Establish strong external relationships with key stakeholders throughout the market (developers, advisors, project funders etc.) and internal service providers.
- Create and coordinate project teams including external service providers.
- Carry out market research and developing an in-depth knowledge of local market legislation and regulations to define the development strategy in Croatia.
- Report and present individual projects, the pipeline and the business to senior management (Country Manager, SVP, ad hoc decision committees).
- Support in preparing projects for engineering and construction and align and involve Project Delivery and Group Procurement to prepare for construction execution.
- Support in developing and maintaining financial partnerships for sell-down of ready-to-build or post-COD projects.
- Identify and manage technical, regulatory and legal risks.

- Line Manage the project developers in Croatia.

What we are looking for:

- 5 years + commercial experience with a successful track record in realising and managing solar project development and/or project acquisitions in Croatia.
- Masters' degree in a technical discipline, economics or business administration.
- Must be fluent in Croatian and English.
- Entrepreneurial mindset, strong commercial acumen and management skills (people, team, project, pipeline, business).
- Excellent communication and negotiation skills.
- Self-driven, high personal integrity and high ethical standards.
- Willingness to travel.

If you are interested in applying for this opportunity please submit your CV along with your annual gross salary expectations and notice period to Birgit.Berry@solarcentury.com