

Role: **Business Development Manager**

Mode of operation: Remote

About MicroEnergy Credits:

MicroEnergy Credits is a social enterprise that enables greater access to clean energy for poor people around the world by tapping the carbon market to mobilise the financial markets. By helping Microfinance Institutions (MFIs) provide microloans for clean energy technologies, those in the greatest need can purchase solar lighting systems, efficient cookstoves, and water purifiers. With financing, clean energy technologies become more affordable than wood or fossil fuels-based units while offering a cleaner, safer and more efficient energy source. More than 27 million people have already adopted clean energy as a result of MEC's financing program in Asia and Africa. MEC is a fast-moving, innovative team which leverages global trends and advancements in mobile platforms, mobile money, social media, and technology to streamline financial, product delivery, and after sales operations.

Responsibilities:

- Will be working closely with leadership team in reviewing business work plan and strategic decisions.
- Responsible to scope out potential markets for development, engage in pre-launch activities, on the ground sales and distribution assessments and establishing the business in a particular geography.
- Help to lead our growing country operations globally.
- Assisting the leadership team to build a strong country team, build viable sales and distribution channels and ensure quality in all aspects of the business from manufacturing to data collection and verification.
- Manage new project development with our current partners.
- Responsible for relationship management and coordination with investors and off takers.

Required Skills set:

- MBA or an equivalent degree in any discipline. MBA with specialization in rural management preferably from premier B schools like IRMA, XIMB, IIFM will be a good fit.
- 5+ years of experience in a institutional sales or the industry like climate change, Micro-Finance will be considered as good fit
- Deep knowledge and expertise in environmental markets, especially in voluntary carbon markets
- Knowledge of carbon products and markets, preferably including one or more of the following: CDM, GS, VCS etc
- Business plan and project development experience would also be helpful.
- International experience in developing markets in Africa and/or Asia will be helpful.
- Good Communication skills

Compensation: Candidates will be compensated commensurate with experience and relevant skills. All work travel and expenses are covered.

How to Apply:

Please send CV and cover letter to Manager (Human Resources) at ases@microenergycredits.com with the subject line "Business Development Manager".

Applications will be reviewed on rolling basis until position is fulfilled.

We are an equal opportunity employer. All qualified candidates will receive consideration for employment without any discrimination or prejudice.