

Senior Business Development Specialist (Senior Manager)

JOB RESPONSIBILITIES

- Support the team in developing business strategies in countries where the team is interested in investing in renewable energy, in alignment with the corporate direction led by the strategy team. This includes developing and executing strategic plan/objectives defined for the specific country, both pre and post investment.
- Study and analyze renewable energy markets, collaborate with the local developer in the renewable energy sector (including solar, wind, hydro, and other emerging technologies) in assessment of project feasibility, evaluation (M&A), associated risks and mitigation measures.
- Analyze the project's financial returns, electricity tariff structure, and financial risks. Validate the project's technical/economic feasibility prior to final investment decision (i.e., prior to acquisition, construction, etc.)
- Lead a thorough due diligence assessment in collaboration with internal teams, external consultants and stakeholders – For new investment opportunity in other European countries without a country director.
- Work closely and support the Country Director/Managing Director and Head of Commercial, Compliance, and Business Administration (Europe Region team), including other internal teams in preparing EPC
- tendering documents, evaluation, negotiation, until the contract award and signing is complete, including other contracts related to financing, construction and operation of renewable energy projects.
- Coordinate and closely monitor progress in project constructions, budget control, and schedule management.
- Prepare periodical progress report for the Team to present the Management and the Board of Directors.
- Update project and investment information on the Business Development platform including preparation of quarterly investment plan for corporate financial planning.
- Stay abreast of market trends and technological advancements in the renewable energy industry to identify growth opportunities and mitigate risks.
- Other tasks assigned by the European Regional Team Leaders and/or Country Director

QUALIFICATIONS:

- 3-5 years of working experience in the energy business, especially in renewable energy
- Have experience in planning and managing large scale projects or construction.

- Have experience in business expansion, developing strategic partnerships, and international business management.
- Have experience working on large scale projects (or projects with significant strategic value) feasibility study and analysis and investment decision.
- Have an engineering background especially in project engineering, electrical, mechanical, or civil engineering.
- Have knowledge of project feasibility analysis, due diligence assessment, M&A valuation process until financial closing.
- Keen on financial modelling and sensitivity analysis.
- Have knowledge and understanding about renewable energy business and related technology.
- Have knowledge and understanding of various contracts related to renewable energy.
- Possess project management, analytical, negotiation, relationship building and presentation skills
- Excellent English Language proficiency
- Fluent in Italian Language

Office location: Krungthep Kreetha Head Office, Bangkok

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As one of Thailand's oldest companies, our spirit stays forever young by embracing innovation and welcoming the brightest talents across engineering, finance, sustainability, marketing, and more. At B.Grimm, you'll gain hands-on experience, learn directly from experts, and grow in a culture built on **collaboration, learning, and compassion**.

We are proud to champion **Diversity, Equity & Inclusion (DE&I)**. We encourage applications from people of all backgrounds, including Persons with Disabilities, LGBTQI+, and Indigenous communities. Where needed, we are committed to making reasonable accommodations—because everyone deserves the opportunity to thrive.

Join us and be part of a company that blends tradition with innovation to create a brighter, more compassionate future