



PR/095745 | Power Business Development Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1594946

Industry

Other

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 11:06

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Manage and execute end-to-end renewable power project development and M&A activities, with a focus on Solar C&I projects.
- Identify and develop new business opportunities related to renewable energy.
- Monitor government energy policies and market conditions to support short-term and long-term corporate strategy development.
- Coordinate closely with the senior management team in Thailand to ensure project deliverables align with company targets.
- Build and maintain working relationships with government authorities, advisors, and business partners in the renewable energy sector.
- Analyze investment returns and prepare financial and strategic presentations for management reviews.

- Lead and support negotiations for key project agreements, including PPA, EPC, MOU, JDA, SHA, and SPA.

Other Accountabilities

- Guide and support junior team members to ensure consistent understanding and quality of work.
- Conduct benchmarking analysis to identify best practices and support organizational improvement.
- Participate in regular team meetings, provide updates, collect feedback, and promote teamwork.
- Identify and address complex issues effectively, ensuring appropriate resolution or escalation when required.
- Support senior team members by undertaking assigned tasks related to project execution.
- Perform additional duties as assigned by immediate supervisors.

Qualifications

- Bachelor's or Master's degree in Engineering, Finance, or International Business.
- Basic knowledge of financial modeling and investment analysis.
- 3–5 years of experience in renewable power project development and M&A, with a proven track record in Solar C&I projects.
- Good understanding of power industry contracts, including PPA, EPC, financing, JDA, SHA, and SPA.
- Strong skills in MS Word, Excel, and PowerPoint.
- Solid project management, analytical, and interpersonal skills.
- Proficient in business English; Chinese speaking ability is an advantage.

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Company Description