


# PR/110892 | Senior Manager

## 募集職種

**人材紹介会社**
ジェイ エイ シー リクルートメント インド

**求人ID**
1621243

**業種**
その他（商社）

**雇用形態**
正社員

**勤務地**
インド

**給与**
経験考慮の上、応相談

**更新日**
2026年11月03日 11:04

## 応募必要条件

**職務経験**
10年以上

**キャリアレベル**
中途経験者レベル

**英語レベル**
流暢レベル

**日本語レベル**
無し

**最終学歴**
短大卒： 準学士号

**現在のビザ**
日本での就労許可は必要ありません

## 募集要項

**Position Overview: Senior Manager**

**Location: Bangalore**

The Senior Manager will play a key role in expanding the company's Corporate Power Purchase Agreement (PPA) business, evaluating investment opportunities, structuring commercial transactions, and developing new business opportunities across the energy sector, including electricity- and fuel-related solutions. Working within a small, agile team, the incumbent will be responsible for proactively identifying business opportunities, evaluating project feasibility, supporting commercial negotiations, and managing relationships with customers, joint venture (JV) partners, financial institutions, and internal stakeholders. The role combines financial and investment analysis, commercial acumen, strategic thinking, and stakeholder management.

**2. Key Roles and Responsibilities**

A. Corporate PPA Business Expansion and Commercial Negotiations

• Support the expansion of the company's Corporate PPA business by participating in the structuring, evaluation, negotiation, and execution of renewable energy transactions with Commercial and Industrial (C&I) customers.

• Engage with JV partners, corporate customers (offtakers), and financial institutions to facilitate the negotiation and conclusion of long-term PPA contracts.

• Evaluate commercial arrangements, power offtake terms, contractual structures, and financing options to ensure alignment with investment objectives and project economics.

• Coordinate with internal finance, legal, and risk management teams to assess commercial proposals, validate key assumptions, and support transaction execution.

• Contribute to commercially viable PPA structures that meet customer requirements and support the company's renewable energy business objectives.

• Facilitate communication and alignment among stakeholders throughout the transaction lifecycle.

**B. Financial Modelling and Investment Evaluation**

• Develop, maintain, and manage financial models for renewable energy and infrastructure-related projects to assess financial viability and investment potential.

• Analyse projected project returns, investment performance, sensitivities, and potential risk scenarios to support informed business and investment decisions.

• Evaluate key commercial and financial assumptions associated with prospective projects and investment opportunities.

• Prepare internal presentations, financial analyses, business cases, and discussion materials for investment evaluations and management decision-making.

• Monitor approved investments and ongoing projects by tracking financial and operational performance against established assumptions and expectations.

• Conduct variance analysis to identify deviations from projected performance, assess potential implications, and support appropriate follow-up actions.

• Prepare periodic investment performance reports and project updates to facilitate effective monitoring and management of approved investments.

**C. New Business Development in Renewable Energy and Decarbonisation**

• Identify, assess, and evaluate new business opportunities within the renewable energy and carbon-neutrality sectors. • Explore opportunities across electricity- and fuel-related solutions that align with the company's business expansion strategy.

• Develop and structure carbon-neutral and decarbonisation solutions tailored to customer requirements and commercial needs.

• Evaluate potential opportunities based on customer needs, commercial feasibility, investment considerations, and strategic alignment.

• Contribute to the development of new business models and commercial approaches to expand the company's presence in the energy sector.

• Support identified opportunities through evaluation, stakeholder discussions, commercial structuring, and potential transaction execution.

**D. Strategic Stakeholder and Relationship Management** • Build and maintain long-term strategic relationships with customers, JV partners, financial institutions, and other relevant business stakeholders.

• Engage with internal and external stakeholders to understand business requirements, discuss commercial proposals, and facilitate collaboration.

• Coordinate with finance, legal, and risk management teams to align on transaction structures, commercial assumptions, and investment considerations.

• Facilitate effective communication and information exchange among stakeholders involved in business development, investment evaluation, and project execution.

• Represent the company's commercial interests during business discussions and negotiations, in alignment with established investment objectives.

• Identify stakeholder concerns, address commercial considerations, and support mutually beneficial business arrangements.

**E. Investment and Project Performance Management**

• Monitor and manage approved investments and projects through regular performance tracking, variance analysis, and reporting.

• Review actual project performance against approved financial models, projections, and key assumptions.

• Identify material deviations, emerging risks, and potential opportunities that may affect investment performance.

• Prepare structured updates and analysis to support management reviews and ongoing investment oversight.

• Collaborate with relevant stakeholders to support effective monitoring and management of the company's investments.

**3. Key Stakeholders**

• Internal stakeholders: Finance, Legal, Risk Management, and other relevant business teams.

• External stakeholders: Corporate customers/offtakers, joint venture partners, financial institutions, and strategic business partners.

• Management: Relevant business and investment decision-makers involved in evaluating and approving investment opportunities.

**4. Preferred Experience and Exposure**

• Experience in investment activities, transaction structuring, or investment evaluation, preferably within the energy, power generation, or infrastructure sectors.

• Exposure to Power Purchase Agreement (PPA) negotiations and commercial contract structuring.

• Experience in financial modelling, investment analysis, project evaluation, and assessment of financial returns.

• Exposure to renewable energy, carbon-neutrality, decarbonisation, or related energy-sector business opportunities.

• Experience in commercial negotiations and managing relationships with customers, partners, and financial institutions.

• Ability to work collaboratively with cross-functional teams and manage multiple stakeholders in a dynamic business environment.

**5. Educational Qualifications**

• Bachelor's degree in Engineering (B.E./B.Tech) or a Master's degree in Business Administration (MBA).

**6. Key Competencies**

• Financial analysis and investment evaluation

• Financial modelling and project feasibility assessment

• Commercial negotiation and transaction structuring

• Strategic business development and opportunity evaluation

• Stakeholder engagement and relationship management

• Analytical thinking and risk assessment

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会社説明