

MILLAR CAMERON

PROJECT DEVELOPMENT
DIRECTORS
*GRIDWORKS DEVELOPMENT
PARTNERS*

PEOPLE · PASSION · PERSISTENCE

ABOUT *GRIDWORKS*

Gridworks is a development and investment platform focussed on transmission, distribution and off-grid electricity in Africa. Gridworks is owned by British International Investments (BII), the UK Government's development finance institution.

Gridworks has a portfolio of investments and a strong pipeline of projects in development including transmission projects which will be among the first Independent Transmission Projects (ITPs) in Africa. These projects are currently in various stages of evaluation, feasibility assessment or negotiation.





MAIN RESPONSIBILITIES:

To support the further development of projects within its transmission pipeline, Gridworks is recruiting a number of experienced Project Development Directors. They will be hired to join the Special Purpose Vehicles being set up by Gridworks to complete the development of each project and will be responsible for project managing the successful delivery of an investment, through Financial Close, into construction and, eventually, into operation.

TITLE:
**PROJECT DEVELOPMENT
DIRECTORS**

REPORTING TO:
**HEAD OF BUSINESS DEVELOPMENT,
GRIDWORKS**

LOCATION:
**EAST AFRICA (PREFERABLE)
OR LONDON**

SALARY:
**COMPETITIVE BASIC SALARY,
ANNUAL AND PROJECT RELATED
BONUSES AND BENEFITS**

TRAVEL:
**MUST BE WILLING TO LIVE IN
OR TRAVEL REGULARLY TO
EAST AFRICA**

START DATE:
TO BE DISCUSSED



DIMENSIONS OF THE ROLE:

- **Stakeholder Engagement:** Build and maintain relationships with government agencies, regulatory bodies, local communities, and potential partners to ensure successful project development
- **Project Planning:** Lead the development of a detailed project plan, including project scope, budget, and timeline including during construction and commissioning. Ensure alignment with Gridworks and other shareholders' strategic objectives
- **Permitting and Regulatory Compliance:** Manage the permitting process, environmental clearances, and ensure compliance with local and international regulations and standards
- **Contract Negotiation:** Oversee contract negotiations with EPC contractors, suppliers, and other relevant stakeholders to ensure cost-effectiveness and risk mitigation
- **Risk Management:** Identify, assess, and mitigate project risks and develop strategies to manage unexpected challenges
- **Project Team Leadership:** Build and lead a high-performing project development team, providing clear direction, mentorship, and motivation to achieve project milestones
- **Reporting:** Regularly report project status and key performance indicators to the executive team and external stakeholders

HOW TO APPLY

Candidates will be seasoned project developers with well-honed project and people management skills, ideally gained in large scale, complex infrastructure projects in East Africa. They will bring power transmission or generation, rail, road or gas pipeline development experience and will be highly practiced in managing the various workstreams and stakeholders associated with such initiatives.

Specifically, they will demonstrate the following skills, experience and personality:

- A minimum of 15 years of experience in energy, or other 'linear asset', business development or project development in Africa with a track record of successfully commissioning projects into operations
- Demonstrable experience spanning all the necessary workstreams – financing, regulatory, environmental, legal, contracting, construction, commissioning etc
- Proven experience in establishing and managing constructive relationships with government, local authorities and community groups, EPC contractors, advisors and other stakeholders associated with the project
- Experience of working with consultants on issues such as Resettlement Action Plans and Social Assessments
- Strong project management, leadership, negotiation, and communication skills with the drive, determination, and tenacity to

move the project forward to successful completion

- Ability to work collaboratively, proactively, and effectively in a multicultural and multidisciplinary team. Comfortable operating in Africa supported by Gridworks' London-based resources
- High levels of emotional intelligence and empathy whilst maintaining a focus on project delivery
- Bachelor's degree in engineering, business, or a related field. MBA or advanced degree is a plus
- Fluency in spoken and written English

Please send your CV and contact details to Tim Beckh or Hamish Scragg who will contact you to discuss your application in more detail.



Contact: Tim Beckh

Email: tim.beckh@millarcameron.com

Phone: +44 2038 000 310



Contact: Hamish Scragg

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Phone: +44 2038 000 833



WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.



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OXFORD

LONDON

NAIROBI