

MILLAR CAMERON

CHIEF EXECUTIVE OFFICER
GRIDWORKS DEVELOPMENT
PARTNERS

PEOPLE · PASSION · PERSISTENCE

ABOUT *GRIDWORKS*

Gridworks Development Partners LLP (Gridworks) is a Transmission & Distribution (T&D) and Distributed Renewable Energy (DRE) platform formed, wholly owned, and supported by British International Investment (BII), the UK Government's development finance institution and impact investor. BII has been investing to create more productive, sustainable and inclusive economies in Africa, Asia and the Caribbean over 70 years and has assets worth over £8 billion.

Established in 2019 to address a chronic under-investment in critical energy infrastructure on the Continent, Gridworks is a pioneering developer, investor, owner and operator of T&D and DRE assets across Africa. Since its formation, it has been engaging African governments, international investors and the wider power

sector, to shape the T&D investment landscape, create innovative new models for infrastructure financing and develop bankable investment opportunities.

Gridworks has a team of 23 full-time staff and the following portfolio of operating or under development assets: -

- Sustainable Power Solutions: majority shareholder in a DRE company providing solar and battery solutions to business customers across sub-Saharan Africa with an installed capacity of over 120MW.
- Virunga Power: a distributed hydro-backed rural utility company building a portfolio of assets across East and Southern Africa.
- Amari Power: an independent Transmission project close to financial close in Uganda.

- Moyi Power: leading a consortium that includes AEE Power and Eranove to develop and finance electricity grids in three unconnected cities in northern DRC under a concession.

In addition, the business has a strong pipeline of earlier stage T&D projects in East Africa and is constantly evaluating further opportunities for investments that will strengthen the Continent's energy industry, drive access to energy and deliver social and economic impact.

Read more about BII and Gridworks, their impact and strategies at www.bii.co.uk and www.gridworkspartners.com

MAIN RESPONSIBILITIES:

The CEO will be responsible for all aspects of the next stage in Gridworks' evolution, including accelerating its growth and building a long-term sustainable platform that is recognised as the leader in its field. The CEO will direct business development, investment execution, fundraising, risk management and organisational development. Furthermore, they will lead the business as its current pipeline of investment projects reaches financial close and moves into construction and operation. As the business scales and creates more investment opportunities, the CEO will play the principal role in raising additional capital from concessional and commercial sources.

The CEO will be the primary spokesperson for Gridworks and will lead its management in delivering the business plan whilst ensuring the core values of the organisation are aligned with those of its shareholders.

TITLE:
CHIEF EXECUTIVE OFFICER

REPORTING TO:
BOARD, GRIDWORKS
DEVELOPMENT PARTNERS

LOCATION:
LONDON

TRAVEL:
REGULAR INTERNATIONAL TRAVEL
ESPECIALLY ACROSS AFRICA

START DATE:
IMMEDIATE



DIMENSIONS OF THE ROLE:

Key responsibilities:

- Leading the refinement, enhancement and implementation of the business strategy and plan
- Driving the overall growth of the organisation, including achieving investment targets and development impact goals
- Actively developing and maintaining strategic relationships in the African utility sector and international investment community
- Managing interactions with key stakeholders including the managing shareholder (BII), strategic partners, governments, and regulators
- Actively promoting and developing the brand and reputation of Gridworks in its target markets, including positioning Gridworks as the preferred partner for T&D and DRE investments in Africa
- Leading a high calibre, highly collaborative team of investment, development and technical professionals, ensuring their career and professional development

SKILLS AND QUALIFICATIONS:

Candidates will have a proven track record of emerging markets infrastructure investment and development. They will be widely respected as a credible leader by the international investment community. Specific skills, experience and qualities will include:

- Demonstrable experience at a C-suite level and of formulating and executing strategies within limited budgets
- Deep knowledge and business understanding of emerging markets infrastructure investment, ideally in the power industry
- A proven track record of having raised capital from international concessional sources as well as commercial entities
- Demonstrable commercial acumen and negotiating skills, including in project origination, development, and operations. Exit experience would be a bonus
- Exposure to complex global organisations and multiple locations with the ability to prioritise time, resources and initiatives effectively
- Understanding of the reputational and stakeholder management issues inherent in dealing with governments, media, trade unions, civil society, etc.
- Demonstrable knowledge and expertise in infrastructure financing and management, and asset portfolio management
- A strong, established network of contacts across the power value chain, ideally in Africa, although experience in broader emerging markets is also relevant
- Diplomatic and statesman-like personality, with excellent communication skills and high levels of credibility and personal integrity. A natural networker and relationship builder, comfortable presenting at the highest levels
- Tactful and empathetic people manager and leader with an agile, determined and tenacious personality well suited to dealing with the challenges of emerging markets

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



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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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