

## Business Development – Latin America & Caribbean

**Title:**

Business Developer

**Context:**

Total Eren is a renewable Independent Power Producer (IPP) founded in 2012 by Pâris Mouratoglou and David Corchia. Total Eren develops, owns and operates wind and solar energy power plants over the long-term across many geographies (Australia, India, Brazil, Greece, Argentina, Uganda, Ukraine etc...). Thanks to fruitful collaborations with local developers, a strict investment discipline and a large capital base, the company has grown rapidly and already owns more than 2.3 GW of renewable energy assets in operation or under construction worldwide. On April 5th, 2019, Total Eren integrated NovEnergy into the Group thus extending its presence notably into Southern Europe. The objective is to achieve a global net installed capacity of more than 3 GW by 2022 on top of the NovEnergy Power Plants. Since December 2017, Total S.A., the major energy company, has been participating as a shareholder of Total Eren.

**Role:**

- Commercial role: support to the business Development activities of the LATAM region,
- Lead financial modelling to assess local projects opportunities under supervision,
- Support projects due diligences in coordination with consultants,
- Support commercial discussions and contracts negotiations (MoU, TS, JDA, ...) with projects stakeholders,
- Support RfPs preparation for tenders and Power Purchase Agreement,
- Maintain corporate presentations and other marketing materials, negotiation
- Market and regulatory research.

**Profile:**

- Master's degree in Business School or Engineering school,
- Strong Microsoft skills: Excel, PowerPoint, Word,
- Financial modelling skills: will be expected to run detailed financial models, with Macros,
- 1-3 year of experience, ideally in corporate finance (project finance, M&A, private equity), consulting or with a developer / IPP,
- Willing to work in an entrepreneurial and fast paced environment,
- Fluent in English and Spanish.

**Location:** Paris

**Availability:** ASAP

Please send your resume to [recrutement@total-eren.com](mailto:recrutement@total-eren.com)