Manager (Energy Solutions) - Ref: SDDA/BD/ADS2

Job Description:

- Develop the business and technical proposals for an energy storage system (ESS) & related renewable energy solutions. This shall include sourcing of business partners, and merger and acquisition (M&A) targets.
- Conduct market research on the application of new and/or emerging technologies and the market potential.
- Develop the identified markets and the customer base to grow the business.
- Responsible for new business and product development.
- Responsible for energy storage solution project, power systems, architecture and requirements, including defining its specifications, with consideration of the engineering standards, company standards, and customer requirements.
- Develop negotiating position for integration of new venture with company strategies and operations; examining risks and potentials; assimilate partners' needs and goals.
- Perform as the technical expert to customer's and subcontractor's engineering personnel.
- Determine energy storage requirement based on technology, modeled degradation, application and total system life.
- Collaborate closely and communicate information effectively to cross-functional teams.
- Independently manage projects including pitches as well as engagements.

Job Requirements:

- PhD/ Master in Energy Storage Solutions, Renewable Energy, Power.
- Minimum 5 years' experience with energy systems/energy storage system/power in related technologies and/or industries.
- Knowledge in planning and/or execution of Merger and Acquisition process, including knowledge of statutory requirements.
- Experience in conducting market research to source for potential business in energy storage solution. Regional working experience and understanding of energy market would be advantageous.
- Working knowledge of basic battery cell-level performance, life cycle and its storage design.
- Contribute as an independent expert, and team player towards long term/large project investments and projects.
- Fast learner who understands the commercial, technical and strategic factors that drive business success and able to apply this to improve market position and profitability.
- Well networked in energy storage/renewable energy/power industries.
• Well networked with research institutes, government agencies, businesses and manufacturers are welcomed
• Qualified Energy Services Specialist (QuESS) and has completed Level III energy audits within the last three years or Certified Singapore Certified Energy Manager (SCEM) would be advantageous
• Charismatic and well-articulated presenter who is able to influence and drive engagement at all levels

Please send your resume to career.kinetics@stengg.com, stating "Manager (Energy Solutions) - Ref: SDDA/BD/ADS2 - name - NTU" in the subject field.