



HEAD OF BUSINESS DEVELOPMENT EMEA

About us

SolarDuck is a fast-growing, Dutch-Norwegian cleantech company pioneering the technology to bring solar PV to the seas. The company (a spin-off of Damen Shipyards, a leading Dutch shipbuilder) was founded in 2018 by a team of experienced entrepreneurs from the maritime industry. SolarDuck is headquartered in the Netherlands and has presence in Japan and Norway.

Fueled by the vision to Electrify the World with Offshore Floating Solar to solve the problem of land scarcity, SolarDuck has developed a unique technology to bring solar PV, the fastest-growing source of renewable energy, offshore. In this way, enabling energy consumers across the sunbelt and beyond to access affordable, reliable and sustainable energy and providing energy independence as added benefit.

SolarDuck's technology and organization are maturing rapidly. A year ago, the company launched its first demonstrator in the Netherlands. Later next year, SolarDuck will be launching a full-scale pilot in the North Sea, and the commercial team is already busy establishing strategic partnerships and developing SolarDuck's first commercial, grid-scale projects.

Rapid growth requires a team which identifies with the company's vision, gets energized by solving meaningful challenges and has the capacity to execute. If you feel this is a team for you, then we would like to get to know you!

The role

Our new Head of Business Development EMEA will be responsible for developing SolarDuck's footprint in the region. The role reports directly to our Chief Commercial Officer, integrating in the business development leadership team. You will be central to delivering on our ambitious growth plans by leading the regional business development efforts, and by building the commercial infrastructure of the company. For the right candidate, we are open to look at alternative locations to Oslo, e.g., the Netherlands. As the team is situated in Oslo, this would require some additional travel.

This is a versatile role, that will include a variety of tasks and evolve over time. With a unique opportunity to join a closely-knit team and shape the company's strategy, your own role and create tangible impact in a very dynamic, future-oriented environment.

Key responsibilities

The Head of Business Development EMEA will be responsible for ensuring the successful commercialization and scaling of SolarDuck's technology in the region. Key responsibilities include:

- Manage/execute the business development strategy; in this identify high priority countries and markets, and research, establish and execute go-to-market roadmaps
- Grow, mature, and actively manage the regional business development project pipeline and conduct contract negotiations
- Lead project management activities, including value propositions, financial/cost modelling, financing opportunities, etc.
- Grow our commercial capabilities by identifying, engaging, and closing high-impact partnerships/M&A opportunities
- Build and manage relationships with a broad range of stakeholders to access and secure projects, ranging from regulatory bodies to partners and financing institutions
- Collaborate with other teams such as Engineering and Finance in structuring proposals and project and corporate financing

As this is a growing company lead and support efforts to build our commercial infrastructure are needed. This contains, amongst other things, establishing practices for project screening, market intelligence



function, best practices, policies, and documentation. Essential for our success is also leveraging and building relevant networks in the region.

Skill & experience

What you deliver is just as important as how you deliver at SolarDuck. We are looking for a candidate with:

- 5-10 years top tier energy industry experience/consultant, preferably international experience
- Experience with business development, ideally in EMEA, with a track record of successfully initiating, negotiating, and closing deals
- Knowledge of the renewable energy industry and access to relevant networks in the region
- Higher education (economics/business/engineering)
- Professional proficiency in English; professional proficiency in other languages spoken in the region is an advantage

To succeed in this role, you need to be flexible in terms of travel internationally. In addition, we are looking for someone with good networking and presentation skills. Being part of a growing and changing organization, we need a team-player with initiative who adapts and learns quickly and is not afraid to step out of the comfort zone.

What we offer

In SolarDuck you will be part of a fast growing, mission-driven team which works tirelessly to electrify the world with offshore floating solar! We are proud of our remarkable team of professionals, keen to share and learn from each other, fostering an inclusive work environment, where people can be themselves and every idea is valued. SolarDuck offer the unique opportunity to continue to invest in your personal and professional growth on the job and through structured training and learning opportunities. In addition, we offer an attractive compensation package, including a share certificate program and a competitive salary.

Further, we aim to have a diverse team and therefore encourage all qualified candidates to apply for this position.

Apply now

Jefferson Wells collaborates with SolarDuck in the recruitment process and handles all inquiries on behalf of the company. Please register your CV and cover letter when applying to the position at www.jeffersonwells.recman.no.

Application deadline: 06.11.22

Location: Oslo (including international travel)

Start-date: Agreed upon

Contract: Permanent position

For further questions about the position or process, contact Jefferson Wells:
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