

Solar Partner Relationship Manager

Location: Nairobi, Kenya

TRINE is looking for a Solar Partner Relationship Manager to join our team in Nairobi.

As a TRINE Solar Partner Relationship Manager, you will ensure that we partner with high quality and bankable solar companies all over Sub-Saharan Africa. You will support our existing solar partners and make sure that investors are paid on time and in full as well as that the impact promised is delivered on the ground. To keep developing TRINE's partner pipeline and its dealflow, you will do due diligence on new partners, assess the financial viability of a company, its sales capabilities, technology, scalability and management team by going through documentation submitted during the due diligence. You will conduct field-trips to current and future solar partners and their customers

Working at TRINE means that you work with people that are highly driven by our vision of a world where all people have access to clean energy. All in our team are rockstars who love to take on new challenges. We believe that transparency is key and we want to enable people to be their best. Being proactive is in our DNA and we don't wait for change to happen. We create change. Besides working hard, we are enjoy and are having fun at our work and are a big family (make sure to make fun of Matthew's Irish accent!).

You

- thrive in a goal-oriented environment
- enjoy solving problems and love taking on challenges and finding creative solutions
- communicate clearly and openly
- enjoy working in an ever-changing job where responsibilities are not set in stone
- bring experience in due diligence on companies in emerging markets
- have relationship management or key account management experience
- have the motivation to learn and desire to constantly improve processes
- have experience in financial assessment of SMEs and/or projects
- speak fluent English and know how to work with Microsoft Office (particularly Excel and PowerPoint), Google Docs and Sheets, Email, CRM tools, etc.

Extra awesome

- You speak Swahili fluently
- You have worked in with solar energy in emerging markets (non-technical)
- You have experience in structuring financial vehicles (SPVs, receivables finance, etc.)

Outline

- 6-month trial period during which the team fit will be determined
- Kick-off event 2-week training /workshops in TRINE HQ Sweden
- Focus on East-Africa +potentially West Africa at a later stage

Interested? Contact us at
matthew@jointrine.com