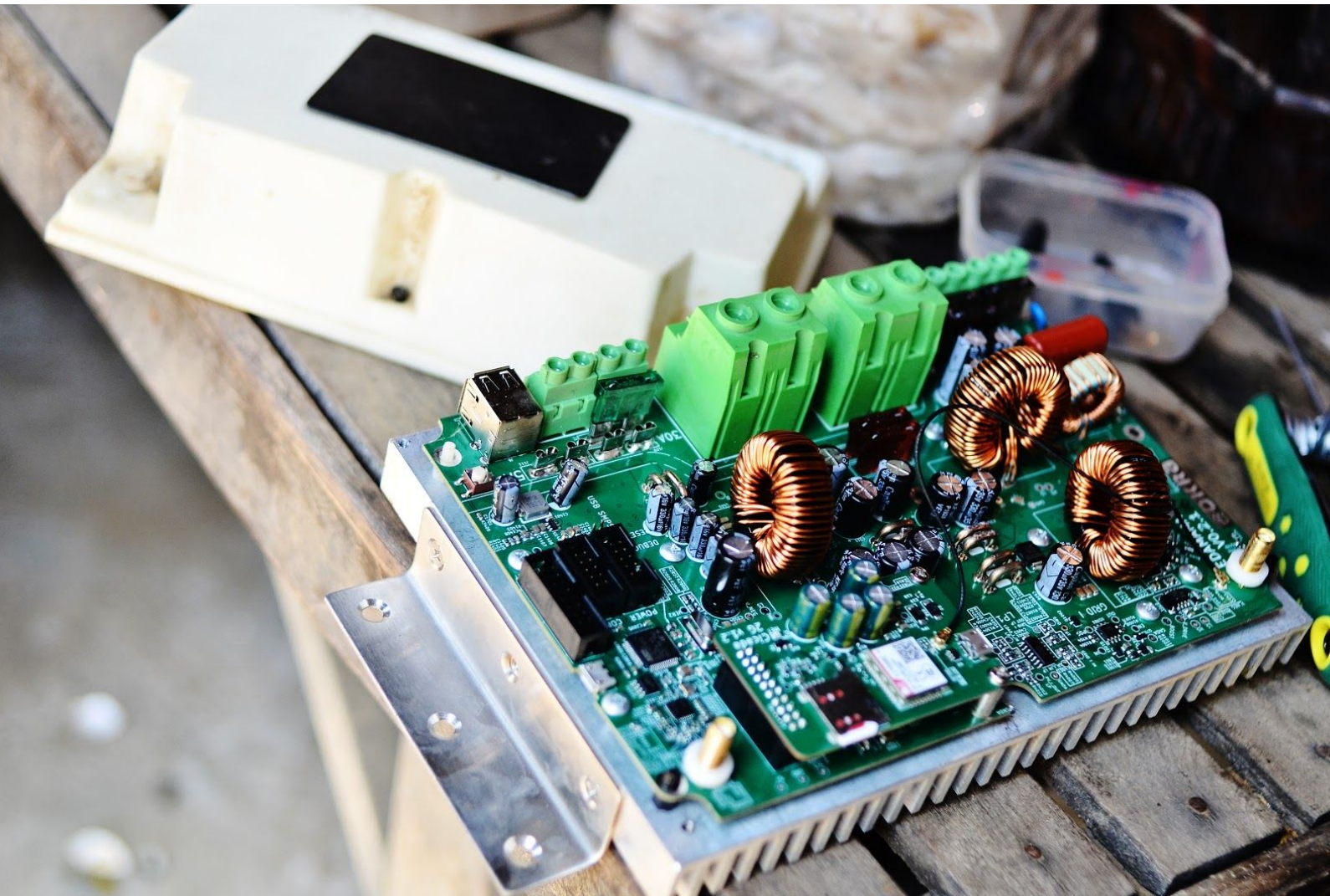


# Strategy / Project Development Officer

- Full-time
- Start date - immediately
- Kuala Lumpur, Malaysia (Remote while Covid-19 travel restrictions are in place).
- 2500 USD/mo + ESOP package

**What's Okra?** We're an IoT startup company bringing energy access to the 1 billion people who don't have power. In 2019 we made the [Cleantech 50 Companies to watch](#), we [won the 2019 Techcrunch Hardware Battlefield](#) in Shenzhen, won the [2019 IEEE Empower A Billion Lives](#) competition and were the back to back [2018 and 2019 PFAN clean energy Business Plan Winners](#). We are looking for a professional, passionate and impact driven Project Development officer to join our team - to help us deploy and manage successful electrification projects across Southeast Asia and Africa.



## Opportunity

Are you experienced in Project Development & Project Management? Do you want to use those skills to create a positive impact and get energy out to the last-mile? This opportunity will give you the chance to use those skills to change the lives of millions through the development and deployment of solar electrification projects for off-grid communities.

Okra's core business model is to build and sell technology that can get energy out to remote communities. However, in order to reach scale we must also build pipeline, raise project financing and develop projects from the ground up.

As a Strategy / Project Development Officer for Okra you will work within the Sales & Strategy Team to take our customers from pitch to project delivery. You'll work with infrastructure funds and other project financiers to develop business models and negotiate commercial structures, while engaging with Engineering, Procurement & Construction (EPC) partners to ensure the successful delivery of Okra's technology.

Being a part of a small team will give you the opportunity to be part of key strategic decisions that will determine the future of the company.

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## What you can expect to work on:

- ❑ Deal structuring and negotiation
  - ❑ Preparation of tender bids and funding applications
  - ❑ Creation and execution of commercial documents and contracts
  - ❑ Project timelines and management
  - ❑ Stakeholder mapping and engagement
  - ❑ Fundraising for project vehicles
  - ❑ Managing relationships with regulators and donors
  - ❑ Writing reports / blogs and presenting Okra at conferences
  - ❑ Collecting high level needs and requirements from partners and customers to guide strategic decision making
  - ❑ Working with the executive team to drive business strategy
-



## What we're looking for: *\*you can still apply if you don't fit all the requirements.*

- ❑ A data & process driven mentality
- ❑ Detail orientated - be accountable for contracts, basically undercover lawyer who can cut through the jargon
- ❑ An energetic and passionate communicator
- ❑ A tough negotiator who sees the big picture, fights for the best deal and knows when to walk away
- ❑ A context sponge

## We also value these skills: *\*you can still apply if you don't fit all the requirements.*

- ❑ The ability to build and manipulate financial models
  - ❑ An existing network within our industry
  - ❑ A deep understanding of market needs in the off-grid solar and renewable energy industry
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## Benefits

- ❑ Flexible work location and working hours
- ❑ Professional career progression and opportunities to take on leadership
- ❑ All expenses paid for national and international team trips (yearly team retreats, hackathons, etc.)
- ❑ Cover for work travel, health insurance, sick leave and equipment (i.e. laptops)
- ❑ A great work culture in fast paced startup environment with multinational staff
- ❑ The ability to take on additional relevant education while working
- ❑ Mentorship / Networks from our investors (Schneider Electric, Greenway Grid Global (Chubu Electric Power, Tepco, ICMG Partners)) and a range of experienced leaders and changemakers in our network.

## Internal Liaisons

- Sales Strategy Team
- Service Delivery Team
- Fundraising & Finance Team

## External liaisons

- Infrastructure Funds & Other Project Financiers
- Energy Utilities / Developers
- Regulators & Donors



## Our Challenge

We have just completed the proof of concept phase of our technology by implementing projects in Cambodia, Philippines and Indonesia. In order for us to scale our impact we need to close deals with infrastructure investors and EPC companies to the tune of \$100s of Millions of financing with partners who can execute at scale.

We need someone who has experience in bringing partners together, someone who can take ownership for structuring and closing agreements and organising timelines and partners - this requires a special kind of organisation and process centric approach that has endless scope for refinement and optimisation! Are you ready for this challenge?

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## More About Okra

1 billion people around the world still don't have access to clean and reliable electricity. Okra has financial backing from investors including Schneider Electric, Smart Axiata, Greenway Global Grid. Our mission is to use IoT and big data to provide technology that will enable rapid electrification of the 1 billion people who don't have electricity. We are expecting to continue our trajectory of being a high growth company over the next few years, so this is an exciting time for everyone!

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## #PowerToThePeople

### Not for you?

Check out out these other [job openings](#) that may fit your profile:

- Service Delivery Team Lead