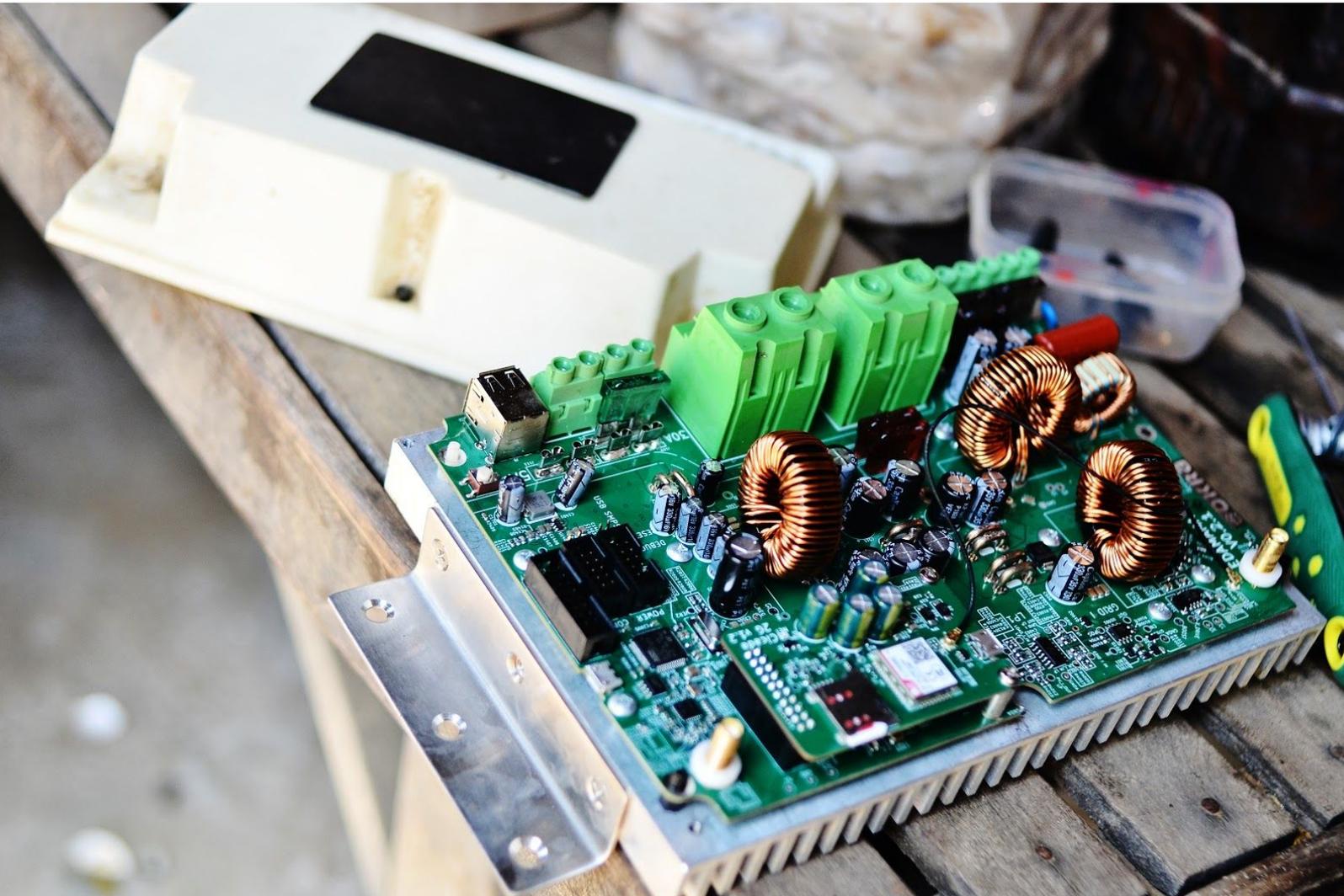


Global Business Development

- Type: Permanent Contract
- Start Date: ASAP
- Location: Nigeria / Malaysia
- Salary: To be discussed

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 hard working and dependable Global Business Developer to join our team - to help us manufacture dependable IoT products.





Opportunity

Okra is looking for a **Global Business Developer** to join our team full-time in Nigeria & Malaysia.

Are you experienced in business development, deal origination and pushing the envelope till the deal is done and delivered? 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 a pipeline, raise project financing and target sales towards scalable customers in multiple markets.

As a Global Business Developer at Okra you will lead the Sales / Strategy Team. You will be the driving force behind our new market entry (with a focus on Nigeria), key account growth and overall strategy. You'll work with infrastructure funds, project financiers and utilities 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 entire company.

What you will be doing: **you can still apply if you don't fit all the requirements.*

- ❑ Deal origination and sales
- ❑ Deal structuring and negotiation
- ❑ Preparation of tender bids and funding applications
- ❑ Creation and execution of commercial documents and contracts
- ❑ CRM management
- ❑ Stakeholder mapping and engagement
- ❑ Fundraising for project vehicles
- ❑ Managing relationships with customers, funds, regulators and donors.
- ❑ Writing reports/blogs and presenting Okra at conferences to position yourself as a



thought leader

- ❑ 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 skills we value: **you can still apply if you don't fit all the requirements.*

- ❑ Tenacious deal maker with a scalable mindset
 - ❑ A data & process driven mentality
 - ❑ An energetic, articulate and passionate communicator
 - ❑ Pragmatic and able to find solutions when deals get tough
 - ❑ A tough negotiator who sees the big picture, fights for the best deal and knows when to walk away
 - ❑ Detail-oriented, basically part lawyer
 - ❑ A context sponge
-

Benefits

- ❑ Flexible work location and working hours
- ❑ Professional career progression and opportunity to take on leadership responsibilities
- ❑ 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 from our investors (Schneider Electric, Greenway Grid Global) 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
 - EPC companies
-

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 large utilities to the tune of \$100s of Millions of financing with partners who can execute at scale.

We need someone who has networks and experience in our key markets to lead our drive to scale. Nigeria is a key target for Okra going into 2021 so preferably the successful candidate will have existing relationships and deep knowledge of the off-grid energy market in Nigeria.

Energy is key in this role. We need an outright hustler who will do what it takes to get energy to these communities and help us scale to 100s of thousands of households in the next couple of years. Are you ready for this challenge?

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!

#PowerToThePeople