



Position: EPC Operations Director – Worldwide EPC Operations

Description:

Reporting to the Head of Business Development and EPC, the role will encompass full accountability for the P&L of the EPC projects (construction) executed by the company. Main responsibilities shall be:

- Work closely with the business development team deployed across the regions to achieve growth of business related to those solutions
- Coordinate closely with Business Development, Legal and Finance teams to enable the proper financing of the project construction
- Deep understanding of the systems offered and capability to perform a technical review by selecting the most appropriate solution in terms of cost and time
- Effectively execute due diligences of the projects from the technical standpoint
- Validate Due Diligences and costs and yield estimates through risk reviews, management reviews, and past performance
- Ensure that project cost estimates for the projects are properly categorized and that a feedback loop mechanism is in place to compare and adjust estimating costs vs. actual project costs (i.e. production rates, cost of materials, etc.)
- Preparation of the initial project and cash flow plan, gathering all required information from the rest of the team, Business development, Supply Chain team, Engineering, Logistics, Construction and Permitting. Ensure all projects are planned and designed in accordance with quality standards, budgets and project schedules
- Constantly optimize planning time
- Develop solutions with the objective to optimize long term performance and value of the Photovoltaic system
- Develop and implement control mechanisms and contingency plans in all the projects
- Support pro-actively the construction managers and engineering team
- Provide high level, strategic and organizational leadership to the team
- Create and maintain a cost culture to market needs
- Use experience to seek and identify early any potential risks/issues and provide options for resolution
- Ensure goals are met for safety, customer satisfaction, and quality
- Provides critical input to constantly improve quality and reduce costs
- Perform risk-analysis /forecasting for assigned projects in order to minimize negative impact on Company



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Core requirements:

- Degree in Engineering (MBA will be considered a plus);
- At least 10 years progressive construction management experience in a design-build environment abroad;
- Experience in developing standards, tools and control mechanisms for design and construction activities;
- Proven ability to manage and coordinate technical teams, preferably in an international environment;
- Experience in managing complex processes and projects, result oriented working style and ability to set clear priorities;
- Good negotiation skills, experience in dealing with external consultants, suppliers and subcontractors;
- Excellent communication and interpersonal skills;
- Proactive personality and entrepreneurship spirit;
- Fluency in Portuguese and English and at least another language (Spanish, Italian or French will be considered a plus);
- Willing to travel worldwide on a constant basis.

Please send your Cv to helderpais@globalheadhunters.eu, until 31st May 2015
with the subject **Worldwide Business Development**