



**FRES is hiring:**

**Regional Operations Manager / Business Developer**

Full-time

**Job description**

**About FRES**

With its 20-year track record, the Foundation Rural Energy Services (FRES) is a pioneer in bringing off-grid solar energy to rural Africa. Even in the most challenging and hard to reach areas, such as in Sahel or refugee settlements, FRES has become a trusted supplier of solar energy to businesses, communities, and households. With our work in rural Africa, we contribute directly to the core pledge of the SDGs: to leave no one behind.

Central to our success is our belief in local entrepreneurship. FRES establishes commercial utilities under local management that gradually extend their reach from village to village and district to district. Currently FRES has operations in Mali, Burkina Faso, Guinea-Bissau, and Uganda and aims to add more countries to our network over the next few years.

FRES' small head office in Amsterdam oversees and supports the activities of local companies in Africa. By providing strategic and operational support, it guides the companies on a roadmap to self-reliance. The head office is also responsible for fundraising, procurement, developing partnerships and the expansion into new countries.

Current estimates indicate that by 2030, half a billion people will remain without access to energy, predominantly living in rural Africa. This makes our experience and work even more relevant and urgent! By supporting the growth of our current companies and adding new countries to our network we aim to grow our coverage tenfold by 2030.

FRES Netherlands is currently looking to fill the position of Regional Operations Manager / Business Developer, with a special focus on our operations In Guinea-Bissau.

**Position and role**

The Regional Operational Manager supervises and supports the FRES operations in Guinea-Bissau. By virtue of this position, she/he will also become a board member of these individual companies.

She/he is based at the Amsterdam office. Alongside the work for FRES Guinea-Bissau, she/he also fulfills a support role for the Group Controller for all processes involving planning and control, business planning and financial reporting. As such, she/he will become member of our team dealing with improving operational performance, business planning and financial reporting.

In the role of Business Developer, she/he will lead strategic projects which will benefit all FRES companies, such as focusing on improving operational excellence, developing partnerships, or reviewing our products and services portfolio. The Regional Operational Manager will collaborate with other Business Developers focusing on Anglophone and Francophone countries and will report directly to the Managing Director and Group Controller.

The role will be to provide direct strategic and operational support to the FRES operating companies, to deliver on their strategic and operational objectives. The focus will be to assist the



companies to expand and increase the profitability of their operational business models through successful marketing, improving customer loyalty and improving payment rates.

For this function, a good command of Portuguese is essential. As the main language within FRES Netherlands is English, fluent English is also required. For exchange with our team Francophone countries, a good understanding of French is highly appreciated.

Business expertise following on from a formal education in business and/or relevant work experience is required. If you are inspired by the mission and ambition of FRES, enjoy improving business models – not on paper but in reality – within a challenging setting that is rural Africa, and you have the creativity to enable operations to be smarter, leaner, more effective, then this may be a role for you. The role will include visiting the company in Guinea-Bissau at least twice a year.

### Activities

- Develop and agree on annual plans, targets and budgets for each FRES company;
- Support the identification and implementation of local business improvement activities;
- Identify growth opportunities within the companies in the portfolio;
- Conduct operational reviews and prepare operational reports for the FRES board;
- Develop and manage relationships with relevant partners and institutions in countries;
- Visit local companies on a regular basis to perform internal audits and field missions;
- Ensure that the FRES companies meet their obligations and targets;
- Run strategic business development projects benefitting all companies.

### Skills and experience

- Fluent, proficient English and Portuguese (verbal and written);
- Good understanding of French is highly recommended;
- Work experience with organizations in African countries;
- Operational business experience, ideally in the field of solar energy;
- Strong analytical and presentation skills;
- Strong skills and experience in writing reports;
- Leadership and supervisory skills;
- Good interpersonal and intercultural skills;
- University degree in business administration or education, and/or experience at comparable level.

### Conditions

The position is full-time. Place of work is the headquarters in Amsterdam, with regular travelling to Guinea-Bissau. FRES offers a competitive salary in accordance with the standards of the Dutch NGO sector. We initially offer a contract for a determined period of a year which after a year by mutual consent can be converted into a contract for an indefinite period after one year.

### Contact

For further information about FRES, our work and the position, please check our website [www.fres.nl](http://www.fres.nl) or send an email to managing director Ido Verhagen via [info@fres.nl](mailto:info@fres.nl). Are you interested? Send your motivation and resume to Ido Verhagen via [info@fres.nl](mailto:info@fres.nl). Do so before 31 March 2023 but do not wait longer than necessary: applications will be processed on a first come, first served basis.