

UNTAPPED Vacancy: Senior Project Development Manager based in The Hague

About UNTAPPED:

UNTAPPED scales access to water through technology and financing solutions for water infrastructure in developing markets. UNTAPPED connects lease financing with digital water systems to make it easier for water operators to finance, deploy, and manage innovations that help improve delivery of safe water to fast-growing populations. UNTAPPED's objective is to help water operators increase efficiency while serving fast-growing, underserved populations. UNTAPPED is headquartered in the USA, with offices in Mali, Kenya, and Haiti.

Senior Project Development Manager role:

The Project Development Manager (PDM) will be based in The Hague, Netherlands and is responsible for developing projects and programs for West and East Africa with Europe-based partners. The PDM will also work closely with UNTAPPED teams in Mali and Kenya to develop these projects. The local UNTAPPED teams in Kenya and Mali manage local operations and water operator partners in those regions and will be the PDM's primary interface with water operators. With an entrepreneurial mindset and an extensive network in the water sector, the candidate will work closely with technology partners, operating partners, and funders headquartered in Europe to develop joint business plans and proposals for scaling access to water in West and East Africa.

The PDM will be constantly assessing and integrating the objectives of UNTAPPED's partners and aligning them with the needs of water operators and water consumers in Africa. The goal is to identify key areas of overlapping interest and complementarity among all stakeholders to create impactful and financially successful projects. The PDM will regularly meet and coordinate with Europe-based technology companies, operating partners, institutional funders, and enabling organizations. They will develop budgets, proposals, and business plans for presentation to partners and funders as well as water operators in Africa.

Qualifications and Training:

- Relevant post-graduate qualification from a well-recognized university e.g. MBA, MSc, M Tech
- Project Management and Business Development qualification or proven experience
- Fluent written and spoken English
- Proficiency in French is a plus

Skills and Experience:

- Extensive experience developing and/or managing complex projects with multiple institutional stakeholders
- Successful track record of developing and writing business plans and funding proposals
- Experience with developing multi-party collaborations with institutional partners such as NGOs, aid organizations, utilities, and multi-national companies
- Experience working in less developed markets, with experience in Sub-Saharan Africa a plus
- Knowledge of the water sector, esp. in developing markets
- Demonstrated understanding of business and market-based solutions for development

Personal Attributes:

- Results-focused, with self-initiative and follow-through; can work independently with minimal daily supervision
- Effective communicator, with strong written and presentation skills
- Works well as part of a team with both internal colleagues and external partners, offering support, flexibility, understanding and respect as part of positive working relationships
- An entrepreneurial mind-set, able to be creative, innovative, and resourceful to solve difficult problems
- Motivation to work for impact in less developed markets
- Builds and maintains effective long-term working relationships with all stakeholders, and is a true UNTAPPED ambassador

Compensation will be commensurate with qualifications, skills, and experience. Based in The Hague, NL.

To apply, email careers@untapped-inc.com with the subject "NL Project Development Manager"