
African Rural Electrification Project Coordinator, Business Developer Internship (EN/FR)

1. The Company

Trama TecnoAmbiental (TTA), with headquarters in Barcelona (Spain), is an international engineering and consulting firm in business since 1986 in the field of renewable energies and specialized in distributed generation and energy access for development. TTA's multidisciplinary team has comprehensive experience at both technical and management levels and has been exposed to many international projects all over the world.

TTA offers a full range of cross-cutting engineering & consulting services for all kinds of renewable energy and energy access projects, such as:

- *Consultancy in energy access and renewable energy projects (off-grid and on-grid).*
- *Engineering Procurement & Construction (EPC) of micro-grids.*
- *Energy efficiency and green buildings.*
- *Institutional, Policy and Regulatory Support.*
- *Capacity Building.*
- *R&D. Publication of articles, documents, guidelines, case studies, and presentations at international conferences.*

TTA is a **pioneer firm in renewable energy-based generation and solar PV Hybrid mini-grids**. At the forefront, TTA was the driving force for the implementation of the first micro-grid projects in Spain in the early 1990s, and later applying its expertise in Latin America, Africa and the Mediterranean. Having collaborated in various tasks of the International Energy Agency (IEA), TTA was awarded with the EUREC Technology Prize 2001 “for developing excellent system technology for rural electrification based on renewable energy sources, combined with an innovative, user-oriented approach for its implementation”. Furthermore, in September 2015, TTA was awarded with the Prize “Off-Grid Experts Awards” by the company Phaesun together with ARE (Alliance of Rural Electrification), for excellence in the performance in the field of Off-Grid power supply, in the Category A “product” for TTA’s “Electricity Dispenser”, an advanced meter for mini-grids.

In terms of **publications**, TTA has been the main contributor of the IRENA’s Innovation Outlook: Renewable Mini-grids (2016) and is author of the World Bank’s ESMAP Benchmarking study of Solar PV mini grids investment costs (2017 & 2018).

Another significant milestone in the sector is TTA’s lead organization of the ***International Conference on Solar Technologies & Hybrid Mini Grids to improve energy access***, a relevant sector event being held in Mallorca (Spain).

TTA’s track record in the field of Renewable Energy and Rural Electrification is demonstrated by the extensive list of projects carried out around the globe for project developers, contractors, power utilities, governments as well as all major International Organizations such as the World Bank, IFC, UNDP, UNOPS, UNIDO, UNICEF, GEF, UNESCO, IDB, OAS, European Commission, AECID, GIZ, KfW, and other cooperation and development agencies, NGOs, local communities and individuals.

TTA is also a member of and/or collaborates with the following organizations and Groups. TTA was a founding member of the **Alliance for Rural Electrification (ARE)**.



2. Job description

TTA is seeking a diligent **Project Coordinator and Fundraiser** that will be under the supervision of our Commercial and Marketing Manager giving support to the Africa Unit.

TTA has developed several Solar PV Micro-grid projects for rural electrification in Africa that have been commissioned and are in operation. These initiatives allow access to electricity to the villages and thus support their development: households, schools, small businesses, health centres, etc. However, some projects still need funds to be completed, scaled-up, or developed through new services. Among these ones, the priority is given to the solar PV mini-grids in Kenya and Burundi. <https://sesma-energy.com/>

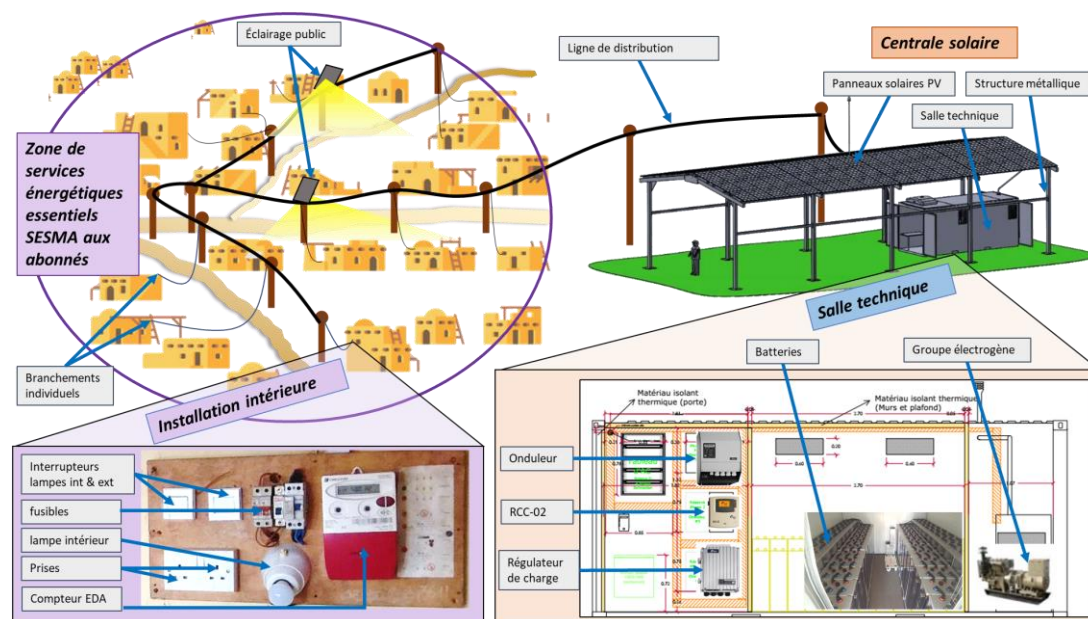


Figure 1 Solar PV Minigrid concept

3. Responsibilities

The main responsibilities will be, but not limited to:

- **Fundraising (50%):**
 - To research, identify, list and track investors, clients, programmes, and collaborators who are relevant to the current and future TTA's projects and sectoral focus.
 - To navigate investors' organisations and form alliances with the right people to develop network and increase opportunities.
 - Lead the preparation and submission of fundraising proposals
 - To join meetings to explain in detail our projects requesting for funds.
 - To facilitate all the steps that lead to getting funds.

- **Solar PV Minigrid Project coordinator (50%):**
 - To coordinate remotely the operation of the Solar PV minigrids in the communities with the local team and have regular virtual meetings with them.
 - To solve the issues faced: technical, organizational, social,...
 - To follow-up the reporting, the key indicators, and prepare regular presentation of the situation.

To find, interview and train a new intern at the end of the mission

4. Profile

The ideal candidate for this position will have the following competences:

- **Third/Fourth-year student of a bachelor's degree** in communication, business/project management, economics, finance, engineering or related field.
- **Fluency in French and English**, both written and verbal
- Excellent communication and presentation skills
- Passionate about renewable energies, rural electrification and community projects
- Creative, pro-active and results-oriented approach to fundraising
- Methodical and organized with the ability to prioritize
- Autonomous
- Cross-cultural communication and interpersonal skills
- **Computer Skills.** Proficiency with Microsoft Office tools, Google Drive tools.
- Comfortable making phone calls
- Quick learner
- Ability to develop relationships and excellent interpersonal skills
- Ability to motivate, influence and get the best out of investors

The following competences will be an asset:

- Master's degree Students
- Fluency in Spanish and/or German will be valued
- Fundraising experience
- Experience dealing with large amounts of information (such as databases)

5. Conditions

- **Remuneration:** To be determined according to the candidate's qualifications and experience, and to the school guidance.
- **Starting date:** Immediate.
- **Duration:** Minimum 4 months. Candidates with a longer availability will be prioritized.
- **Location:** Barcelona, Spain.

Interested? >> Apply by clicking on the following link to upload CV and fill-in form: <https://goo.gl/forms/i05SOg847G7bsybE3>

Only shortlisted candidates will be contacted.