



JOB DESCRIPTION

Post Title	Private-Sector Engagement & Business Development (PE & BD) Expert		
Reports to	Head of Technical Programmes	Direct Reports	
Duty Station	Barbados	Travel Required	Yes
Position Type	Full-time Contract for 2 years	Position Grade	5

A. Purpose

The CCREEE operates on a “hub and spoke” ecosystem-based model in which strategic partnerships with stakeholders is critical to the delivery of its services. The stakeholders traverse the entire spectrum of public and private sector, as well as various groupings of non-state actors – at the *global, regional, and country* levels – that are **actively** supporting and promoting sustainable energy markets within the Caribbean Community (CARICOM).

Transformation of the power systems in CARICOM requires every Member State to mobilize large amounts of capital, which is estimated at a regional total of US\$20 billion over the next 5-10 years. But with public debt, when aggregated across the region, running at an all-time high of over 80% of GDP, it will increasingly fall to the private sector to make the critical investments in new energy infrastructure, whether through financing, technology deployment, or business development, for the desired transition to occur.

There is broad consensus that the regional energy system, *despite the progress already made*, has to undergo significant additional changes to urgently meet the demands for modern, secure, reliable, efficient, cost-effective energy services. Accordingly, a majority of CARICOM Member States have been focused on “designing” a regulatory environment that simultaneously provides legal certainty for investors and improved predictability in price and supply for users. The prevailing view is that regulations, though necessary, are by themselves not sufficient and must be complimented by creative strategies, including project preparation assistance, and innovative fiscal tools and financing instruments, some new, that could endow governments with the ability to attract the “right” quantity and quality of projects.

The CCREEE was designed, *therefore*, with the principal objective to assist CARICOM Member States in their navigation of what can be described as a competitive, yet lucrative sustainable energy investment climate and to support the establishment of modern energy and sustainable development landscapes within the region. More specifically, the purpose of the Centre is to:

1. Promote the development of renewable energy and energy efficiency in Caribbean countries, so as to support the development of competitive, low carbon economies;
2. Enhance regional institutional capabilities for supporting the transformation of the regional energy sector to low-carbon, resilient and secure supplies, with efficient and cost-effective end-use;
3. Provide comprehensive technical and implementation support in sustainable energy-related issues; and
4. Mobilise financial and technical resources to accelerate the implementation of sustainable energy initiatives, programmes, projects, and activities.

In order to achieve its objectives, the Centre will seek to, *inter alia*:

1. Promote project investments and awareness and provide support in mobilising international financial and technical resources for projects; and
2. Facilitate the generation and sharing of, including access to, energy information and knowledge, thereby functioning as a repository for regional experiences in RE and EE implementation.

The aforementioned are articulated within the **CCREEE Strategic Plan (2019 – 2023)**. More recently, it was determined that it is necessary for a repositioning in which the CCREEE would function as a “quasi-commercial” entity whilst maintaining a core set of public-service obligations. Accordingly, **Business Plan (2023 – 2027)** that delineates, *inter alia*, the theory of change and revenue generation framework of the CCREEE for the five-year period, 2023 – 2027, is in an advanced stage of preparation.

Accordingly, the Strategic Pillars of the CCREEE are heavily focused on project development assistance, through the Project Preparation Facility that was established in November 2020. More specifically, the Annual Work Plans of the Centre included activities on private sector engagement and the provision of technical assistance and other support to actors that are involved in the development of projects and businesses in sustainable energy. To *manage* and *strengthen* the interactions with the private sector, thereby improving the sustainable energy project pipeline that is supported through the Centre, the CCREEE requires a Private-Sector Engagement and Business Development (PE&BD) Expert.

The PE&BD Expert is expected to lead and expand the private sector engagement and project development actions within the Centre, with attention to, *inter alia*, the establishment of an Engagement Strategy and the concomitant implementation of an Action Plan.

Public Private Partnership (PPP) is a critical arrangement that can support a country’s national sustainable energy development. There is cognizance that Governments have the ability to leverage *concessionary public funds*, *public assets*, and *other public resources*, that can attract private sector investments within the sustainable energy sector. The idea is that the PPP is a mechanism for encouraging the development of a mix of flexible options that are based on global, regional, bilateral, and national (or even community-based) solutions that link both the public and private sectors. An expectation is that the PE&BD Expert will work towards the exploration and exploitation of opportunities for the utilization of PPPs for project development and would establish a PPP Strategy for the CCREEE.

An expectation, also, is that the PE&BD Expert will consider, as far as is possible, opportunities for sector-coupling such that the nexus of energy with other sectors, such as water, agriculture, healthcare, tourism, etc., would be suitably explored and exploited. In essence, there should be deliberate and dedicated focus provided on project designs that can deliver outcomes toward the simultaneous attainment of multiple Sustainable Developments Goals (SDGs).

B. Deliverables

1. Support the delivery of the objectives of the Strategic Plan, Annual Work Plans for the CCREEE, and the broader objectives of the CARICOM Energy Policy as well as the regional and respective national roadmaps and strategies on sustainable energy, by identifying, developing, and deploying effective measures for the engagement with private sector actors who are either *actively involved* or *interested* in the promotion of projects and businesses within the sustainable energy and related sectors.
2. Scope, design and establish a Private Sector Engagement Strategy and Action Plan to, *inter alia*, regularize the methodology and approach through which the CCREEE and its public agency partners – at the regional and national levels – would engage with and support the private sector in the development of sustainable energy projects and businesses.
3. Identify appropriate mechanisms through which private sector participation in the financing, development, and/or operation of sustainable energy projects/businesses, may be effectively supported and strengthened, with particular attention to the initiatives and

projects that will contribute revenue streams toward the financial sustainability of the CCREEE.

4. Identify and support actions that enhances the strategic positioning of the CCREEE as an enabler and catalyst for private sector participation within the sustainable energy markets in the Caribbean, in general, and Member States, in particular.
5. Create an effective stakeholder management strategy and process, which seamlessly allows for the facilitation and promotion of Business-to-Business (B2B) and Government-to-Business (G2B) interactions by the Centre, with attention to the inclusion of appropriate mechanisms for participatory support from other institutional partners and the development partner community.

C. Responsibilities

1. Organizational Development

- Assists with the review and consolidation of relevant internal strategies and approaches – *including the Resource Mobilization Strategy* – of the Centre, regarding the direct sourcing of financing from major donors and funding agencies.
- Assists with the design, development, and implementation of an open, transparent and effective modality for private sector engagement, to include the identification of options and opportunities for the Centre to receive endowments and other contributions from private firms and companies.
- Supports the identification and preparation of project and funding proposals, for the mobilization of resources from public sources, e.g. donor governments, IFIs, regional and global funds (to include regional development funds, such as the CDF, and global climate and environment funds, such as the GEF and GCF, etc.).
- Participates in and supports preparations towards key meetings at national, region or international levels, when requested by the Head of Technical Programmes.

2. Technical Cooperation

- Supports the development and implementation of Sustainable Energy – in particular, Renewable Energy (RE), Energy Efficiency (EE) and Energy Management (EM) – projects in Member States, with attention to the tracking of contributions to regional and national targets, and the CCREEE Target Indicators outlined within annual work plans.
- Contributes to quality assurance, throughout the development cycle, for initiatives, programmes, projects and activities, supported under the CCREEE private sector engagement “umbrella”.
- Ensures that project risks and mitigation plans are always developed and considered alongside opportunity and cost-benefit analyses for the various activities considered under the private sector engagement “umbrella”, and that the information generated are effectively disclosed to the relevant parties.
- Maintains and /or develops relevant tools to monitor the thematic priorities of potential sources of funding and making these available to other team members of the CCREEE, in a timely manner, as a means of supporting the design of work program interventions.
- Leverages private sector expertise and experiences, as well as their available innovations and resources, to support the building of capacity that is relevant to actions that are necessary for the building of resilient and secure energy supplies, delivery and end-use.
- Engages with key stakeholders necessary for the development and deployment of Public Private Partnerships, to include the encouragement, promotion, and strategic

management of actions that lead to commercial PPP arrangements for initiatives and projects supported through the CCREEE development assistance.

- Carries out proactive management and monitoring of the assigned project portfolio to ensure it achieves its objectives and targets and any issues affecting project delivery are identified and resolved in a professional and timely manner in consultation with project stakeholders.
- Contributes to sustainable projects that target interventions addressing vulnerable and at risk groups, and supports the development and implementation of responsive actions for these groups, to include recommendations on targeted policies, strategies, capacity building, awareness raising, and activities for women, youth, the elderly, etc., when fittingly appropriate.
- Supports the negotiation of funding for implementing initiatives, programmes, projects and activities that are linked to the work agenda of the CCREEE.
- Supports the identification and negotiation of funds for the efficient and effective operation of the project preparation facility of the CCREEE, to include (when required) the preparation of proposals that communicate, *inter alia*, the value-proposition and leveraging-potential of the facility towards sustainable energy investments.
- Supports the development and execution of Investment and Business forums on sustainable energy and related areas.
- Takes action to strengthen the visibility and reputation of the Centre among stakeholders, especially from the private sector, and contributes to the positioning of the CCREEE as a “centre of excellence” within the regional and global sustainable energy landscape, through, *inter alia*, active participation in global, regional and national forums, compilation of policy and technical briefs, and opinion articles in renowned publications, etc.
- Any other responsibilities or functions delegated by the Head of Technical Programmes.

D. Role Requirements

Citizenship: CARICOM National

Core Values:

1. Integrity	2. Professionalism	3. Respect for Diversity
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Core Competencies:

1. Results orientation	3. Planning & organization	5. Communication
2. Teamwork	4. Client orientation	6. Organization development & innovation

Education & Experience:

- Master’s Degree, in Business Administration, International Relations, Engineering, Natural Science, or other applicable area. Bachelor’s Degree, within the same areas, when supplemented with additional certification, extensive work experience, and reliable track-record would be considered.
- Minimum of seven (7) years of relevant job experience in Project Development/Business Development, with proven track record of engaging with the private sector to support the development and/or implementation of bankable projects. *Experience within the sustainable energy sector would be an asset.*

- Experience in *working with*, or *working in*, international development cooperation entities, to include the cooperation and collaboration with development partners. *Stakeholder management experience within the energy sector is an added value.*
- Experience in working with governmental organizations, non-government organization, and community-based organizations, regarding project development.
- Proven knowledge of the sustainable energy sector in the Caribbean region. *Experience in the energy sector in the Caribbean or other similar SIDS environment is highly desired.*
- Proficient use of Office Process Software (Word, Excel, PowerPoint and Access), Internet-based Applications, and Financial/Business Tools.
- Good project and grant proposal writing, analytical writing and strong communication skills.

Other Competencies

- Ability to work under pressure and handle politically and culturally sensitive issues.
- Proficiency in English; knowledge of Spanish or French is an added attribute.
- Flexibility and adaptability to varying work and travel schedules.

APPLICATIONS:

Interested and qualified candidates are invited to **submit their application to the CCREEE at recruitment@ccreee.org by the latest 16 January 2023.** Applications shall comprise the following documents in English:

- CV (incl. detailed description of qualifications, work experience and technical papers)
- Motivation letter (max. one page)
- Scanned copy of passport
- Scanned copies of educational certificates

Further information on the CCREEE is available at www.ccreee.org.

December 2022