



Smart Power
Myanmar



Smart Power Myanmar Demand and Innovation Sr. Manager

With funding from the Rockefeller Foundation, and support from the World Bank, USAID and Yoma Strategic Holdings, Pact has launched a new platform for accelerating national-level rural electrification and related economic development, **Smart Power Myanmar**. Our platform acts at the intersection of the private, public, financial and community development sectors, and will help to catalyze the overall energy/rural development market. In partnership with our Founding Members, which include Rockefeller Foundation, World Bank, USAID and Yoma Strategic Holdings, and many partners, we plan to help connect more than 10 million people to reliable electricity in the coming years. We are looking for an outstanding candidate with exceptional leadership skills to help us link communities and their businesses to new sources of electricity. In particular, we seek experts with proven track records in energy and rural development who are passionate about improving the lives of people through economic growth opportunities. SPM works in a range of areas, including but not limited to policy development and advocacy, investment facilitation, energy project development and demand creation at the community level as well as knowledge and data management.

Role Purpose

The **Demand and Innovation Sr. Manager** will spearhead the implementation of Smart Power's strategy to boost demand for and use of energy in (rural) Myanmar. This role will include a wide variety of work to support productive load development and scaling demand stimulation models in communities throughout Myanmar. S/he will be responsible for leading a team of professionals who are working on creating productive anchor loads and energy demand stimulation models to increase energy utilization in villages recently connected to mini-grids (small-scale isolated power plants). S/he will ensure the demand team receive technical support in developing demand stimulation and productive anchor load development models that can be replicated in multiple sites. S/he will be responsible for overseeing our work with local energy developers and micro-enterprises to develop viable business models; enable the conversions of existing businesses to electric power; support the business modelling for new businesses; and lead our work to develop value chains to unlock the economic potential in communities with mini-grids. S/he will support our communications and advocacy work, internally and externally.

The **Demand and Innovation Sr. Manager** will work under the leadership of Smart Power's Demand and Economic Growth Director and work closely with a small team of professionals who are results-oriented and dedicated to the pursuit of excellence in a challenging and diverse environment.

This position is open to suitably qualified Myanmar nationals. Applications from women professionals are strongly encouraged.

Key Responsibilities

The **Demand and Innovation Sr. Manager** will demonstrate exceptional performance in the following functional areas:

- Lead the energy load development; micro-enterprise development and develop viable demand stimulation models for scaling;
- Identify, evaluate and support the private sector partners (i.e. Energy Service Companies, ESCOs) in developing anchor loads and small and micro-enterprises to ensure sustainability of rural energy supply.
- Identify expertise, resources and technical partners to support the energy demand stimulation work across all stages to promptly identify and resolve issues and bottlenecks in increasing energy demand
- Develop market linkages and value chains to optimize business models and to promote energy-based micro-enterprise development in rural communities.
- Ensure efficient collection and sharing of information from the field for Smart Power's programmatic strategic

- decision-making and data reporting in the ‘Smart Power Implementation Monitoring System’.
- Support the demand team and external partners in conducting site surveys and productive load assessment.
- Build and maintain a strong relationship with the private sector and communities
- Identify right partners to collaborate in scaling energy demand and productive load development.
- Raise issues and concerns proactively to the Demand and Economic Growth Director and SPM leadership team.
- Ensure knowledge and lessons learnt from SPM's Applied Lab is streamline in demand stimulation models for scaling, micro-enterprise development and value-chain initiatives
- Support in dissemination of knowledge products developed by SPM and its partners, including case studies and impact stories

Entry Requirements

- Bachelor’s degree in Business Management, Marketing or other similar field
- At least 7 years of experience in a business development role or agroprocessing industry and economic development.
- Business mindset and experience in implementing sustainable and profitable programs and social enterprises in rural settings.
- Knowledge of working with, or operating PV/electrical equipment will be an added advantage.
- Strong coordination skills with the ability to influence a wide range of partners.
- Self-starter with demonstrated ability to work independently with minimal direct supervision.
- Resourceful and ability to analyze data and interpret findings
- Ability to travel throughout Myanmar with overnight trips.
- Ability to learn quickly in a ‘start-up’ environment and support other team members as required.
- Is proactive, motivated and team player

Interested candidates are invited to submit a cover letter and resume, including contact details, two referees and vacancy reference addressed to the following contact by **29 April 2019 (Monday) 5 PM (MMT)**.

Assistant HR Manager, Pact in Myanmar

15th Floor, Crystal Tower, Kyun Taw Street,
Kamaryut Township, Yangon, Myanmar

Email: myanmarhr@pactworld.org; Tel: 09 – 4200 74221; 95-1-373221, 378931, 245447 (Ext: 73 & 74)

Note:

- 1) *Earlier application is encouraged to every interested person. After receiving an application from a potential candidate, position may be filled up prior to closing date.*
- 2) Application via email: *Please do not enclose copy (ies) of other relevant supporting documents (such as educational certificate and testimonials) if the application submitted via email.
Only shortlisted candidates will be notified*