



Head of Pricing | Singapore

Are you looking for a meaningful career that makes a difference in the world?

Then consider joining LYS Energy (LYS) team where you will do just that. We want to attract the industries' best and brightest talents to help us achieve our vision to be a vector of the energy transition by re-inventing the energy industry towards a customer-centric prosumer era, in a sustainable way for the benefits of the entire ecosystem and in all verticals we service.

We are currently seeking a dynamic Head of Pricing based in Singapore with a track record to help sustain the growth of the Company. The candidate will be responsible for the preparation and coordination of commercial proposals and will be more particularly in charge of the supporting financial modelling. He/she will also be responsible for the management of Renewables Energy Certificates at Group level. You will get the support of other members of LYS Energy to complete the deliverables and engage as a team with the various stakeholders.

Role & Responsibilities

- Support and coordinate the development of value propositions and commercial positioning:
 - Provide/organize sales support
 - Manage the sales process for tenders, provide supporting documents, check the quality and consistency of the proposals
 - Monitor progress to ensure deadlines are met;
 - Analyze reasons for lost deals
- Identifying high-value opportunities/leads and build strategic partnerships
- Conduct market research on linked topics and support internal processes.



- Analyze sales and industry data, market trends, and impact of changes in external and review sales plan and tools, as necessary
- Financial modelling
 - Take the lead in developing and delivering a full range of tools that support the business development across SEA.
 - Apply different financial analysis techniques such as NPV, IRR to determine the viability of a project across SEA.
 - Perform valuation of renewable energy investment or development opportunities;
 - Support due diligence activities with a focus on pricing and risk quantification models;
 - Establish scenarios and sensitivity analysis;
 - Create new models for rooftop solar development and/or energy storage opportunities to use in each target market
- Promote company branding by participating to PR & Networking events (conferences, exhibitions)
- Work with other departments to develop streamlined operations and efficient processes
- Sales and projects reporting.
- Expand the Renewable Energy Certificates market and ensure to meet the annual sales target.
- Manage the Pricing team (1 staff at the moment)

Job Requirements/ Qualifications

- Master's degree in engineering, business administration or finance (or equivalent experience and related education)
- At least 3 years of experience in business development/sales position in goods/solutions/services for industrial customers
- Experience in power industry (renewables), environmental industry preferred
- Strong network in commercial, industrial or sustainability sector
- Based in Singapore

Ideal Personal Characteristics

- Motivated self-starter and fast learner, ability to multi-task under pressure
- Creative
- Persistent, driven and goal-oriented
- Team player who works well across departments
- Excellent verbal and written communication skills in English
- A team player and team driver
- Comfortable with working under high pressure and with internal / external parties on regional level



About LYS Energy Solutions:

LYS ENERGY (www.lysenergy.com) is the first Singapore-based Solar Independent Power Producer that builds, owns, and operates solar photovoltaic systems in the Asia Pacific region. It offers the full range of solar services to install solar energy systems for commercial, industrial, and public sites.

LYS ENERGY is a wholly owned by LEADER ENERGY Group with Headquarter in Penang, Malaysia. LEADER ENERGY owns and operates a diverse portfolio of power generation and transmission assets in Cambodia, Vietnam, Malaysia, Singapore, and Taiwan.

LYS Energy provides Asia's trusted Renewable Energy platform offering hassle-free end-to-end clean energy solutions for businesses: from zero-capex solar energy (PPA), Renewable Energy Certificates (RECs), turnkey Engineering Procurement Construction (EPC) and Operations & Maintenance (O&M) services, to carbon emissions and energy management consulting.

Since its incorporation, LYS has deployed over 50MWp of high-performance solar PV systems, with a pipeline of over 500MWp in Singapore and across the region in Vietnam, Indonesia, Malaysia, Thailand.

For more information about our Group, please visit our website at www.leaderenergy.net

How to apply:

Send resume + cover letter to contact@lysenergy.com