

Internship Vacancy Description:  
**Business Development, Project Fundraiser internship (En/Fr)**  
*Reference: 21/05*

## 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 extensive experience at both technical and management levels and has been exposed to many international projects all over the world.

With its more than 30 years of experience, **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).* Project identification and evaluation; Technical and Economic feasibility studies; Assessment of renewable energy sources, Engineering studies; Social and environmental impact assessments; Owners Engineering services; Preparation of technical specifications and bidding documents; Support during procurement; Construction supervision; Monitoring services; Operation and Management services; Project promotion and dissemination.
- *Engineering Procurement & Construction (EPC) of micro-grids.* Design, supply, installation and commissioning of micro-grid projects.
- *Energy efficiency and green buildings.* Evaluation, design and monitoring of energy efficiency projects; Energy auditing; Integration of renewable energies into buildings and green building practices.
- *Institutional, Policy and Regulatory Support.* Design of rural electrification policies, programmes, strategies and action plans; Policy development and planning; Development of business models and tariff schemes; Market potential assessments.
- *Product development.* Development of products specific for renewable energy and rural electrification projects.
- *Capacity Building.* Capacity building and specialized trainings.
- *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 on applying its expertise in Latin America, Africa and the Mediterranean. TTA has implemented mini-grids as EPC contractor in Ghana, Chad, Cape Verde, Ecuador, Palestine, Morocco, etc. some of which have been operated and maintained by TTA. 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 Off-Grid 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). TTA’s first hand field experience in the Operations and Maintenance of Mini-grids has been used by IRENA’s Policy Toolkit. These are just some of the latest references in which TTA has participated.

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 conducted on October 2018 in Mallorca (Spain) and which was supported by renowned organizations such as the ESMAP, World Bank, EnDev, the GIZ or SNV.

**TTA’s track record** in the field of Renewable Energies 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.



Figure 1. Countries of experience

TTA is also a member of and collaborates with the following organizations and Groups. TTA is a founding member of the **Alliance for Rural Electrification (ARE)** and TTA’s Director served as Board member for three years until 2015.



Further detailed information on the work of TTA can be found at: [www.tta.com.es/en](http://www.tta.com.es/en).

Please see some of our Microgrids projects: <https://youtu.be/Z21tenW9YXE>, <https://youtu.be/NlbFpRHk8YU>

See our local minigrid operator SESMA: <https://www.linkedin.com/company/sesmaenergy/?viewAsMember=true>

## 2. Job description

TTA has already developed several Solar PV Micro-grid projects for rural electrification in Africa that have been commissioned and are in operation. Some 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.

There is a need to find new funding opportunities including international organizations, government organizations, corporations, private foundations, crowdfunding, impact investors, philanthropists, and commercial banks.

TTA is thus seeking a diligent Project Fundraiser, fluent in English and French for an 6-month internship.

## 3. Responsibilities

The main responsibilities of the Project Fundraiser will be, but not limited to:

- **Fundraising: Main objective.**
  - Be a pivotal role in the fundraising effort TTA will embark on during Q3 and Q4 in 2021
  - Lead the preparation and submission of fundraising proposals.
  - Identify the right programmes and call for proposals that fit into the needs of TTA solar PV micro-grid projects.
  - To join meetings to explain in detail our projects requesting for funds.
  - To facilitate all the steps that lead to getting funds.
- **Fundraising strategy:**
  - To understand the funding levels of traditional and non-traditional investors to improve the fundraising strategy.
  - Elaborate a strategy for the short and medium term for TTA
- **Prospect Research and Networking:**
  - To research, identify, list and track investors, clients, and collaborators who are relevant to the current and future TTA's projects and sectoral focus.
  - To contact by phone all potential investors, to get through to the right person and explain the overview of the TTA's projects requesting for funds.
  - To navigate investors' organisations and form alliances with the right people to develop network and increase opportunities.
- **Database Management& Communication standardization:**
  - To consolidate, develop, and improve the investors data base in a organized and standardized way.
  - To improve the communication plan with standardized procedures.
- **Other responsibilities:**

In addition, and depending on the capacity and rapidity of the intern to find funds, the intern could help the Business Development department:

- To develop and improve the services and follow-up the operation of the minigrids.
- 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, marketing, business management, economics, finance, or related field.
- REQUIREMENT - Fluency in English and French, both written and verbal
- Excellent communication and presentation skills
- Passionate about renewable energies and rural electrification and community projects
- Creative, pro-active, and results-oriented approach to fundraising
- Methodical and organized with the ability to prioritize a busy workload
- Autonomous
- Cross-cultural communication and interpersonal 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 advantage:

- Master Degree Students
- Fluency in Spanish and/or German will be valued
- Experience in Business Model creation
- 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 5 months, the longer the better.
- **Position based in:** Barcelona, Spain. Remote locations will be considered if candidate profile is very strong and demonstrates remote communication will not be a problem.

**Apply** >> If you are interested in applying for this position, please click on the following link where you will find the procedure to follow (upload CV and fill-in form): <https://goo.gl/forms/i05SOg847G7bsybE3>

**Only shortlisted candidates will be contacted for an interview.**