



Partnerships Manager – Vietnam

Who we are

New Energy Nexus (www.newenergynexus.com) is an international organization that supports clean energy entrepreneurs with funds, business acceleration and access to networks. We operate programs in the USA, China, India, Uganda, Thailand, Indonesia, Vietnam and Philippines.

New Energy Nexus started in Southeast Asia to build an ecosystem of clean energy entrepreneurs working on solutions to address this regional energy growth and the climate change situation. New Energy Nexus launched its Vietnam program in 2018. We support energy entrepreneurs to create new innovative energy startups that will help to build the nation's clean energy economy.

We are now looking for a full-time Partnerships Manager based in HoChiMinh City (Hanoi a possibility). The position will support the New Energy Nexus Vietnam program to ensure successful engagement and relationships with corporate partners and funders. The candidate will lead on developing a pipeline and engaging with international and local companies in energy, industry, tech parks, service providers, project developers etc. They will research these companies and craft partnership (program or sponsorship) proposals in order to ensure we have a robust network of institutional supporters in Vietnam.

Roles and Responsibilities

Partnership Engagement & Business Development

- Research on potential corporate partners & program sponsors in country to understand their goals & objectives (Energy companies, foundations, government agencies)
- Craft customized proposals and engage organizations for program collaboration
- Build and maintain quality relationships with key partners
- Develop a network of energy professionals, mentors, program participants and partners; manage the contact database
- Participate in industry events and initiate meetings with key market stakeholders
- Stay up-to-date on any relevant clean energy events and news

Program Implementation Support

- Support in the planning, design and implementation of business acceleration programs in supporting energy ventures in Vietnam
- Support in organizing events, workshops, trainings, boot-camps on energy innovation
- Facilitate speakers, mentors and trainers for online and offline workshops and events
- Support to oversee marketing & outreach activities: invitations, press releases, newsletters, video, photo, webpage and other administrative items
- Manage database of key contacts, liaise with our network of energy professionals, mentors, partners and startups for their active engagement in the program
- Research & identify relevant service providers for activities, including trainers, facilitators, business advisors, mentors etc.



The position will be full time and based in HCMC. Duration is 1 year with possibility of extension.

Qualifications

Minimum requirements:

- Must be passionate about clean energy startups and innovation!
- Minimum 5 years of experience in business development in the renewable energy sector
- Strategic outlook and deep understanding of the energy transition in Vietnam
- Existing network of contacts at key energy companies and related government entities
- Key Account Management and Project Management experience
- Strong Stakeholder Management and Communication skills
-
- Leadership skills – Experience with leading a project or a team with little support needed
- Ability to travel between Danang & Ho Chi Minh City and other project locations
- **Professional fluency in Vietnamese and English a MUST!**

Preferred Qualifications:

- Experience in the startup community, including accelerators, investors and entrepreneurship service providers
- Management consulting experience
- Masters degree in energy or business related fields. Bachelor's degree with relevant energy sector experience may be accepted.
- Highly resourceful person with the ability to come up with new ideas and concepts to support our mission in Vietnam

How to Apply

To apply, please send a cover letter and CV to **SEArecruiting@newenergynexus.com**

The subject line email of the application should follow this format:

Nexus VN Partnerships Manager_FirstName_LastName.

Applications will be accepted on a rolling basis. Only short-listed candidates will be contacted for interviews. Compensation is competitive and in line with local standards.

New Energy Nexus values and celebrates diversity among our employees and in our movement and knows that's the way we're going to win big. We are an Equal Opportunity Employer. All qualified applicants will receive consideration without regard to race, color, religion, gender.