

**Power for All**  
**U2.0 Pilot Manager**  
**Job Description**



**About Power for All**

Power for All advances renewable, decentralized electrification (DRE) solutions as the fastest, most cost-effective and sustainable approach to universal energy access. The campaign serves as a collective voice for businesses and civil society focused on off-grid solutions, including solar, micro-hydro, biomass, small-scale wind and mini-grids. Utilities 2.0 (U.2.0) is a collaborative effort of leaders in the energy sector to prove that centralized and decentralized energy technologies have important roles to play in achieving universal energy access—and that these role are bolstered by working together.

**U.2.0 Pilot Manager**

The Utilities 2.0 Pilot Manager will be responsible for the strategic and operational design, and day-to-day management of this integrated energy project, including:

- (1) developing strategic, commercial and financial opportunities for mutual benefit between centralized and decentralized power providers
- (2) leading the collaborative development of these opportunities, including business model(s) design, and building commercial and financial relationships between U.2.0 partners
- (3) coordination of pilot sites and pilot partners (such as logistics, data collection and data analysis)
- (4) coordination with Umeme’s U.2.0 program managers and related staff
- (5) engagement with stakeholders and regulators relevant to the pilot, including donors, the Ministry of Energy and the Electricity Regulatory Authority (ERA).

The manger will work directly with a consortia of partners including, but not limited to, local Uganda-based companies and a range of international DRE companies. The ideal candidate is both tactical and strategic, has worked in the Uganda energy sector, and has strong established relationships with ERA. This position will report to Power for All’s CEO and be based in Kampala, Uganda.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Identify and develop compelling, profitable areas of collaboration between centralized and decentralized energy that would yield commercial success and social impact
- Apply economic, operational and political realities to these areas above, and translate into business relationship(s) which advance mutual interests, collective needs and social impact
- Expand the existing theses for pilot, including operational pilot plans (strategic, commercial, operational, financial), with a plan for subsequent expansion
- Facilitate communication among partners and Umeme across all stages of the U.2.0 pilot (planning, infrastructure design, implementation, evaluation and measurement)
- Coordinate communication with local stakeholders, including Umeme, policymakers, donors, CSOs, DRE companies

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- Develop, track and facilitate pilot work plan, including identifying and resolving technical, political or financial challenges to the pilot's success
- Manage the day-to-day logistics of pilot planning, coordination and implementation, including addressing any geographical, policy or access-to-information issues
- Work directly with researchers to ensure a data-informed pilot and support in the collection of local data where necessary
- Draft relevant proposals and reports in collaboration with partners and the Power for All team, including fundraising, policy positions and donor reports

**MINIMUM QUALIFICATIONS AND EXPERIENCE**

- Degree in an energy-related discipline (such as electrical engineering) and/or business administration, public policy or similar
- At least 7-10 years work experience in the energy sector, preferably in Uganda
- In-depth knowledge of off- and on-grid energy systems and technologies, policy, economics and impacts
- Quantitative and analytical expertise
- Demonstrated ability to lead and work well in a team and as an individual
- Successful coalition-building or coordinating diverse stakeholders to achieve common goals
- Project management of complex programs and initiatives across distinct cultures

**ABILITIES & SKILLS**

- Entrepreneurial motivation and drive, with an ability to see and develop business opportunities
- Strong business development and partnership skills, including creative insight that enables identification of opportunities of mutual interest among partners
- Political and financial acumen in the energy sector, which will help centralized and decentralized energy companies find ways to profit from working together
- Excellent verbal and written communication skills
- Exceptional organizational abilities that enable independent, self-directed accomplishments
- Collaborative work style, including adaptability to time zones and cultures
- Adaptability, working across all levels of internal and external partners
- Fluency with MS Office, word processing, spreadsheets and CRM protocols

**Start:** January 2019

**Status:** Contract position for 12 months (the course of the pilot project)

**Salary:** Commensurate with experience

**To Apply:** Send CV, cover letter, and relevant writing sample to [info@powerforall.org](mailto:info@powerforall.org)