

Private Sector Specialist (P2)

Join the Global Solar Revolution with the International Solar Alliance (ISA)

This is a historic space in time for ISA as it steers the global energy transition. Do you see yourself leading and shaping the global private sector contributions and engagements in solar power? Do you envision this transformation that will lock in emissions for decades to come? Then, this exceptional opportunity may be just right for you.

TITLE: Private Sector Specialist
GRADE: P2
DURATION: Three (3) Years, Renewable Contract
DUTY STATION: Gurgaon, India.

Your New Organisation

Co-founded by France and India, the International Solar Alliance (ISA) is a dynamic organization of 124 member states, headquartered in Gurgaon, India. We are at the forefront of transforming the global energy sector from fossil fuels to a zero-carbon solar future.

At ISA, you'll contribute to a dedicated cooperation platform among solar-rich countries, where the global community collaborates to accelerate the solar energy transition. Help us empower our Member States to meet their energy needs in a safe, affordable, equitable, and sustainable way. Be a part of something big – be a part of ISA."

Your New Role

As the Private Sector Specialist at the International Solar Alliance (ISA), you will play a pivotal role in unlocking private sector investment in solar energy projects worldwide. You will lead the charge in collecting, analyzing, and presenting critical data on renewable energy opportunities, with a specific focus on engaging private sector contributions.

Reporting to the Chief of Unit, Private Sector Engagement and Resource Mobilization, you will:

- Lead ISA's private sector engagement activities, shaping strategies to attract investment and drive impactful projects.
- Design and implement innovative public-private partnerships that accelerate the deployment of solar energy solutions.
- Develop and advocate for policy interventions that create a supportive environment for private sector participation in the solar energy sector globally
- Assist in global private sector Donor conversations, contribute to research and reach-out and maintain relationships

If you're a strategic thinker with a passion for renewable energy and a proven track record in private sector engagement, finance, technology and policy, this is your chance to make a global impact.

Broader Scope of Work

STRATEGY & PLANNING AND FUNDING

- Spearhead the development and implementation of innovative initiatives to engage the private sector in solar energy project implementation, driving tangible results and accelerating the transition to clean energy.
- Establish and lead a strategic platform for global investments, and collaboration, empowering private sector expertise in solar energy across diverse countries and regions.
- Identify, evaluate, and recommend strategic private sector partners and partnership opportunities that align with ISA's mission and amplify its impact.
- Conduct in-depth analyses of baseline conditions, identifying critical needs and opportunities for renewable energy technologies in specific countries and regions, informing strategic decision-making and resource allocation.
- Analyze political, institutional, regulatory, economic, and technological landscapes to identify and address barriers hindering the expansion of solar energy adoption within the sector.

- Prepare comprehensive private sector stakeholder analyses, consulting with key actors and identifying strategic collaboration opportunities for ISA, including engagement with international donors.
- Contribute to the development of a robust strategy to significantly expand private sector engagement in the renewable energy sector, ensuring a sustainable and impactful approach.
- Develop and implement targeted outreach strategies to and with the private sector, fostering strong relationships and driving increased participation in ISA initiatives.
- Strategize business and entrepreneurial skills development and enhancing access to small-scale financing for renewable energy solutions.
- Supervise the development of new financial instruments and blended financing facilities to leverage private sector investments.

PROJECT DEVELOPMENT & PARTNERSHIPS

- Spearhead the development and cultivation of strategic projects and partnerships in the renewable energy (solar) sector, collaborating with private sector organizations to drive impactful initiatives at the regional and sub-regional level.
- Translate innovative ideas into actionable plans, drafting compelling concept notes and full proposals to secure resources for critical projects.
- Craft and implement a dynamic resource mobilization action plan, identifying and engaging key private sector stakeholders to catalyze investment in renewable energy solutions across diverse countries and regions.
- Orchestrate effective communication and collaboration with potential private sector partners, building strong relationships and fostering mutually beneficial initiatives.
- Manage and maintain a comprehensive database of private sector investments in ISA member countries, providing valuable intelligence to inform strategic planning and decision-making.
- Represent ISA's interests and expertise on private sector matters at technical, policy, and strategic planning forums, forging impactful collaborations with industry leaders and donors.

What you will need

Education

- Master's degree or higher in business administration, economics, finance, electrical engineering, engineering, renewable energy, civil engineering or another relevant discipline from an accredited university.
- A bachelor's degree, with four additional years of relevant experience, will be considered.

Experience Required

- A minimum of 8-10 years of proven experience in the technical domain of renewable energy systems, with a focus on energy access, development infrastructure, power generation, electricity transmission, and/or power distribution (both on and off-grid).
- A deep understanding of private sector dynamics and a track record of success in facilitating private sector engagement, with at least 3 years of relevant experience, ideally within the context of international development.
- Experience in development finance with demonstrated investment judgment, strong financial structuring, analytical, and due diligence skills.
- Strong project management and decision-making abilities to evaluate risks and make investment recommendations.
- Significant, hands-on experience in implementing private sector projects at the field level, driving tangible results and sustainable impact.
- A global perspective, with a preference for candidates who possess at least 3 years of relevant international and field experience, demonstrating their ability to work effectively in diverse cultural and economic environments
- Excellent communication and interpersonal skills with a collaborative approach and proven ability to work cross-functionally with impact, legal, partnerships, and communications teams.

LANGUAGE AND IT SKILLS

- As English is the official and working language of the Organization, excellent command of both written and spoken English is required.
- Knowledge of other languages (i.e., French, Spanish, and Arabic) would be an advantage.
- Good skills in Outlook, MS Office products, and various ERP systems is highly desirable.

ISA COMPETENCIES

PROFESSIONALISM

Shows pride in work and in achievements; demonstrates professional competence and mastery of subject matter; is conscientious and efficient in meeting commitments, observing deadlines, and achieving results; is motivated by professional rather than personal concerns; shows persistence when faced with difficult problems or challenges; remains calm in stressful situations. Takes responsibility for incorporating gender perspectives and ensuring the equal participation of women and men in all areas of work.

COMMUNICATION

Speaks and writes clearly and effectively; Listens to others, correctly interprets messages from others and responds appropriately; asks questions to clarify and exhibits interest in having two-way communication; tailors language, tone, style, and format to match audience; demonstrates openness in sharing information and keeping people informed.

PLANNING AND ORGANIZING

Ability to plan and organize assignments. Identifies priority activities and assignments; adjusts priorities as required. Allocates an appropriate amount of time and resources for completing work. Uses time efficiently. Demonstrates high degree of autonomy in the discharge of assignments.

TEAMWORK

Works collaboratively with colleagues to achieve organizational goals; solicits input by genuinely valuing others' ideas and expertise; is willing to learn from others; places team agenda before personal agenda; supports and acts in accordance with final group decision, even when such decisions may not entirely reflect own position; shares credit for team accomplishments and accepts joint responsibility for team shortcomings.

LEADERSHIP

Proven ability to lead teams of diverse staff; training and develop staff; successful counsel and conduct performance management; provide vision and direction to a team and lead the team to undertake innovative work.

Your Place of Work (if successful with the recruitment process)

This role will be based out of the Secretariat of the ISA, Gurgaon, Haryana State, or at the ISA's facility in Delhi, India, or any other facility deemed necessary by the ISA.

Your pay and benefits

The ISA offers a competitive remuneration package (salary and benefits) guided by the UN Common System; ISA aims to become an employer of choice. Consequently, ISA offers competitive salary and benefits.

At ISA, we value a diverse, inclusive workforce and provide an equal employment opportunity for all our employees and applicants. We will consider all qualified applicants without regarding an individual's race, colour, gender/gender expression/orientation, and religion.

The ISA seeks to obtain and retain a staff reflecting its geographical representation and diversity and primarily prefers and recruits staff from its member countries. The ISA maintains a retirement age of 65 years.

Applications close: 05 August 2025 at 12 midnight IST

Please apply in confidence by emailing careers.isa@talenttribeconsulting.com. Your application should include a cover letter of no more than 2 pages and your CV. Further information on the recruitment process, the guidelines, etc., can be found under the weblink: <https://isolaralliance.org/careersatisa/vacancies>

* <https://info.undp.org/gssu/onlinetools/SalCalcLocal/SalCalcLocal.aspx>