



Energy Investment Project – Business Development Manager

English Speaker | Full-time | Amsterdam

Our client is a leading international Japanese company headquartered in Tokyo, with more than 20,000 employees worldwide. Through its global network and diversified business portfolio spanning investment, infrastructure, energy and chemicals, the company drives strategic business expansion and long-term value creation across international markets.

The company's European headquarters in Amsterdam is currently seeking an **Energy Investment Project / Business Development Manager** to support the expansion of its energy investment business across Europe, particularly within the renewable energy and broader energy transition sectors.

This role combines strategic business development, investment execution, M&A and post-merger integration (PMI) responsibilities. The successful candidate will play a key role in originating and developing investment opportunities, building strategic partnerships and supporting the execution and management of energy investment projects across Europe.

The ideal candidate will have substantial cross-border business development and investment experience, strong commercial and stakeholder management capabilities, and the ability to operate effectively in an international and multicultural business environment. Experience in M&A and PMI is highly valued, particularly in relation to strategic investment projects and portfolio management.

This position offers a unique opportunity to work closely with the Japanese headquarters and senior stakeholders across Europe while contributing to the company's long-term investment and growth strategy.

Key Responsibilities

Investment & Strategic Business Development

- Originate and develop new investment and business opportunities within the renewable energy and energy transition sectors across Europe
- Identify strategic partnerships, acquisition targets and market expansion opportunities
- Lead commercial discussions, partnership development and strategic negotiations with developers, utilities, investors and corporate partners
- Conduct market analysis, strategic assessments and business case evaluations for new investment opportunities
- Coordinate closely with the Japanese headquarters on investment strategy, project development and business expansion initiatives

M&A / Investment Execution

- Lead and support M&A transactions, strategic acquisitions and investment projects



MIYAJIMA RECRUITMENT



- Evaluate investment opportunities from commercial, financial and strategic perspectives
- Develop financial models, valuations, investment structures and business case analyses
- Support project finance structuring, lender negotiations and PPA negotiation/execution
- Manage due diligence processes across financial, tax, legal, technical and commercial areas

Portfolio Management & PMI

- Support and execute post-merger integration (PMI) activities, with a focus on financial and operational integration
- Manage and support portfolio companies and SPVs from governance and operational perspectives
- Oversee financial governance, cash management, accounting and tax compliance processes
- Drive operational improvement and value creation initiatives across invested businesses

Stakeholder Management

- Build and maintain strong relationships with investment banks, advisors, developers, financial institutions and strategic partners across Europe
- Manage communication and coordination with internal and external stakeholders in cross-border business environments
- Prepare presentations, reports and investment materials for executive management and board-level decision-making

Qualifications

- University degree or higher
- Minimum 7 years of professional experience in:
 - trading companies,
 - investment firms or investment banks,
 - manufacturers (commercial area),
 - consulting firms, or
 - similar international business environments
- Strong experience in cross-border business development, strategic partnerships, commercial negotiations and/or investment-related activities
- Proven experience in project finance, corporate investment, asset investment or strategic investment projects
- Strong commercial mindset with excellent negotiation and relationship management skills
- Knowledge in at least one of the following areas: finance, accounting, legal or tax
- Strong business-level English communication skills
- Experience managing international stakeholders and cross-border projects
- Proactive mindset, strong teamwork skills and leadership capability
- Familiarity with Japanese companies and Japanese business culture is preferred





Preferred Qualifications

- Experience in renewable energy, infrastructure or energy transition investments
- Experience in cross-border M&A transactions and/or PMI
- Experience working on strategic investment and business development projects within a trading company environment
- Business-level Japanese proficiency or higher

Compensation & Benefits

- Competitive salary commensurate with experience and capabilities
- Dutch work visa sponsorship available
- Full-time position with primarily on-site working arrangement
- Pension scheme, full transportation allowance and other benefits

If you are interested in this position, please send your CV to info@miyajimarecruitment.com (Ms. Yumiko Miyajima).

For more information, please call +31 6 14690830.

Thank you for your interest in this opportunity. Please note that only candidates whose qualifications and experience closely match the requirements will be contacted.



MIYAJIMA RECRUITMENT