

**PUBLISHED: JULY 2025**

## BUSINESS UNIT HEAD: ENERGY

### ABOUT US

At Zimile Consulting Engineers, we believe infrastructure is more than concrete and steel - it's the foundation for opportunity, dignity, and connection. Since our inception, we've been on a mission to engineer solutions that not only build the nation but uplift its people.

From bustling highways and rural roads to water systems that sustain life and communities, our work is rooted in purpose. We are proudly South African and deeply committed to reshaping how infrastructure serves communities - bridging gaps in access, equity, and resilience.

### Transport

We see transport not just as a means to move people and goods, but as the veins of a thriving society. Whether it's designing rural access roads or urban mobility corridors, our solutions are smart, sustainable, and tailored for impact. We engineer with empathy - ensuring our infrastructure connects people to schools, clinics, jobs, and each other.

### Water

Water is life, and equitable access is non-negotiable. At Zimile, we deliver water infrastructure that goes beyond compliance. Our approach integrates sustainability, community engagement, and technical excellence. We harness innovation to protect, distribute, and manage this vital resource - ensuring future generations inherit a healthier, water-secure world.

### Innovation

Innovation is in our DNA. Whether it's leveraging digital tools, modern construction methodologies, or data-driven planning, we are constantly reimagining how infrastructure is conceived and delivered. Our diverse teams co-create with clients and communities - bringing fresh perspectives to complex challenges, and unlocking smarter ways to build resilience.

## JOB SUMMARY

The **Business Unit Head for Energy** is responsible for establishing, leading and managing an **Energy Unit** at **Zimile Consulting Engineers**, playing a key role in setting strategic direction and ensuring the successful execution of energy projects within budget and to the highest quality standards.

This role focuses on driving **business development, fostering strong client relationships**, and **growing the company's service offerings in the energy sector**, with an emphasis on **innovative and sustainable energy solutions**.

With deep expertise in **engineering design, energy systems, and innovative solutions**, the role further requires strong business acumen to develop and implement strategies that drive **growth in the Energy market**.

Once the Energy unit is established the Business Unit Head will oversee **engineering design, project management, and technical execution** of energy-related projects while ensuring compliance with industry standards and best practices. The incumbent will also ensure **client satisfaction, and continuous professional development** within the team.

**Reports to:** Chief Operating Officer

**Department:** Energy

**Location:** Midrand

**Job type:** Full-time

## KEY RESPONSIBILITIES

### 1. Develop and grow an Energy business unit

- **Grow and establish** an Energy business unit in Zimile.
- **Introduce service offerings:** Identify opportunities to **grow Zimile's energy services**, introducing **smart energy solutions, renewable energy systems, and grid modernization technologies**.
- **Introduce energy efficiencies:** Identify **energy efficiency measures as solutions** and a service offering to clients.
- **Market research:** Stay ahead of **industry trends, policy changes, and emerging energy technologies** to maintain competitiveness.
- **Business development strategies:**
  - Identify **new business opportunities** and key industry players.
  - Build and maintain **strong client relationships**.
  - Develop strategies to secure new **projects, funding opportunities, and partnerships**.
  - Ensure financial targets are met through **strategic revenue growth initiatives**.

## 2. Innovation & technology in Energy

- **Embracing cutting-edge Energy technologies:**
  - Promote **smart grids, renewable energy integration, battery storage solutions, and energy efficiency innovations.**
  - Leverage **data analytics, AI-driven forecasting, and automation** to enhance energy project execution.
  - Encourage the adoption of **sustainable energy solutions**, including **solar, wind, hydropower, and energy storage systems.**
- **Software & tools development:** Utilize and develop **advanced energy modelling and simulation tools** for optimized project planning and execution.

## 3. Client relationship management

- **Client liaison:** Serve as the primary point of contact for energy clients, ensuring high-quality service and satisfaction.
- **Client presentations & networking:** **Represent Zimile at energy conferences, industry events, and key client meetings**, showcasing the company's expertise in energy engineering and infrastructure development.
- **Project updates & reporting:** Provide **regular project progress updates**, addressing client needs and ensuring alignment with expectations.

## 4. Proposal & tender management

- **Proposal development:** Lead the development of **technical proposals and tender submissions**, ensuring competitive pricing, alignment with client specifications and innovative solutions.
- **Market intelligence:** Continuously monitor **new project opportunities** and bid strategically to secure **high-value contracts.**

## 5. Department leadership & team management

- **Leadership & oversight:** Build and develop a team of engineers, technicians, and project teams within the Energy Department, ensuring high performance and efficient task delegation.
- **Compliance & standards:** Ensure all energy designs and workflows adhere to **regulatory, industry, and safety standards.**
- **Stakeholder leadership:** Engage with **internal teams, clients, contractors, and regulators**, ensuring seamless execution of projects.
- **Team supervision:** Oversee project workflows, review reports, provide constructive feedback, and manage team performance.
- **Management of unit finances:** as lead you will have the full responsibility of generating and managing your unit budget.

## 6. Leading design & site supervision

- **Feasibility studies:** Oversee **technical and economic feasibility** studies for energy projects, considering site conditions, regulatory compliance, and client needs.
- **Conceptual & detailed designs:** Lead the development of **energy infrastructure designs**, ensuring compliance with safety, efficiency, and environmental standards.
- **Design reviews & approvals:** Ensure all designs are reviewed, approved, and aligned with **industry regulations and client requirements.**

- **Project supervision:** Oversee site **construction, commissioning, and maintenance** of energy projects, ensuring **quality control, budget adherence, and compliance**.
- **Contract management:** Administer and oversee contracts under various frameworks (e.g., **FIDIC, NEC, GCC**), ensuring all contractual obligations are met.
- **Project closeout:** Ensure **smooth project closeout**, with proper documentation and final reporting for client handover.

## 7. Quality assurance & compliance

- **Technical excellence:** Ensure all energy projects adhere to **best engineering practices, environmental policies, and regulatory requirements**.
- **Safety & sustainability:** Enforce **safety measures and sustainable energy practices** throughout project lifecycles.
- **Contract & risk management:** Identify and mitigate potential risks in **design, execution, and financial planning**.

## LEADERSHIP & KEY COMPETENCIES

- **Strategic thinking:** Ability to set and drive **long-term strategic objectives** for the Energy Unit.
- **Decision-making:** Strong analytical skills to make **informed, data-driven decisions**.
- **Employee development:** Inspire and mentor team members, ensuring **high performance and career growth**.
- **Effective communication:** Ability to **engage with clients, stakeholders, and team members** at all levels.
- **Business acumen:** Understand market trends and financial metrics to ensure **profitability and sustained growth**.
- **Technology & innovation:** Passion for **energy sector innovations and emerging technologies**.
- **Financial & project management:** Ability to oversee **budgeting, cost management, and financial forecasting** for energy projects.

## QUALIFICATION REQUIREMENTS

- **Bachelor's degree** in Electrical Engineering, Energy Engineering, or a related field.
- **Master's degree** in Engineering, Business Administration, or Energy Management (preferred).
- **10+ years of experience** in energy engineering or related sectors, with at least 5 years in a senior leadership position.
- **Professional Engineering registration** (PrEng, or equivalent) is essential.
- Proven experience in **business development** and **client relationship management**.
- Strong understanding of **renewable energy technologies, energy efficiency solutions, and sustainability practices**.
- Experience managing multidisciplinary teams and large-scale projects.
- **Project management certification** (e.g., PMP, PRINCE2) is preferred.

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