

Mohamed Abdelsattar Madkour

Business Development Director | Wind & Renewable Energy

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PROFESSIONAL SUMMARY

Dynamic Business Development Director with 23 years of renewable energy experience in Egypt and Africa, specializing in wind energy market development, EPC project management, and high-level government and stakeholder engagement. Deep familiarity with Egypt's regulatory landscape, wind energy corridors (Gulf of Suez, Red Sea), and the national renewable energy strategy targeting 42% clean energy by 2030. Proven ability to build strategic partnerships, develop utility-scale project pipelines, and drive market entry for international energy OEMs in the Egyptian and North African markets. Experienced working with Chinese technology companies (Huawei Digital Power) and navigating cross-cultural business environments.

KEY COMPETENCIES

✓ Wind Energy Market Development – Egypt & North Africa	✓ Government & Ministerial-Level Stakeholder Engagement	✓ EPC & Project Lifecycle Management
✓ Strategic Partnership & Alliance Building	✓ Pipeline Development & Opportunity Management	✓ Regulatory Affairs & Policy Navigation
✓ Market Analysis & Business Planning	✓ Cross-Cultural Chinese OEM Collaboration	✓ Financial Modelling & Investment Structuring

WORK EXPERIENCE

Business Development Director – North Africa • Windey (Wind Energy) | June 2025 – Present

- Lead business development for wind energy solutions across North African markets including Egypt, Libya, Tunisia, Morocco, and Algeria.
- Build and manage a strategic pipeline of utility-scale wind & BESS projects and partnerships with developers, IPPs, and government bodies.
- Engage with regulators, ministries, and financing institutions to advance project development and market penetration.
- Coordinate with technical and commercial teams to structure competitive offers tailored to each market's requirements.

CEO & Founder • Energize | Dec. 2023 – Present

- Founded and lead a renewable energy development company focused on wind, solar, and BESS projects across Egypt and Africa.
- Developing PV+BESS projects in Sierra Leone, Senegal, and Côte d'Ivoire; finalising EPC+F agreements in Egypt (300M EGP) and Sudan (5 MW solar).
- Joined USAID-funded 'Competitiveness Impacts of Business Environment Reform for the Renewable Energy Sector' as Policy & Regulatory Advisor.

VP Project Consultant – Green Hydrogen & Renewable Energy • mps | Nov. 2024 – Jun. 2025

- Led project team through the full development phase of a green hydrogen and renewable energy project until financial closure.

Senior Business Development Consultant • XDLE | May 2024 – Nov. 2024

- Led BESS and battery storage projects through the full cycle: feasibility, design, execution, and financial close.
- Managed budgets, timelines, and risk frameworks to ensure project success across multiple concurrent opportunities.

Renewable Energy Business Unit Director • Madkour Group | Feb. 2023 – Apr. 2024

- Led market entry strategy, business planning, and full project lifecycle for a diversified renewable energy portfolio.
- Managed a green hydrogen initiative end-to-end — strategic planning, stakeholder engagement, IFC negotiations, and project delivery.
- Led development of an LNG & conventional power project in Somali Land including feasibility, consortium formation, and IFC negotiations.
- Established strategic partnerships with international suppliers, financiers, authorities, and development banks.

Smart PV Business Development Director • Huawei Digital Power | May 2022 – Feb. 2023

- Served as the primary BD leader for Huawei's Smart PV portfolio in Egypt — directly relevant experience with a major Chinese energy technology OEM.
- Aligned with CEO on targets, market strategy, and pricing per opportunity; led market share growth in a competitive landscape.
- Conducted deep market analysis, prepared business plans, led client events, and reviewed all technical/commercial submissions.

PV Business Unit Manager (Deputy Solar Unit Director) • ELSEWEDY ELECTRIC T&D | Jan. 2020 – May 2022

- Initiated and implemented strategic alliances with AMEA Power and mps, significantly expanding ELSEWEDY's renewable energy reach.
- Led business development activities and full project management for utility-scale solar projects.

Construction Manager (Deputy Solar Unit Director) • ELSEWEDY ELECTRIC T&D | Feb. 2018 – Jan. 2020

- Managed design, commercial tendering, HSE, and construction execution for solar energy projects in Egypt and Africa.
- Negotiated EPC agreements with clients, suppliers, and subcontractors to optimise project outcomes.

Country Manager / Area Facility Manager • EAST GAS COMPANY | Jul. 2016 – Feb. 2018

- Represented the company in all contractual, technical, commercial, and government affairs; led 31-site operations team.

Earlier Roles – Electrical Maintenance, Site & Project Management • EAST GAS COMPANY | 2003 – 2016

- Progressive engineering and management roles spanning site management, electrical maintenance, and project execution for gas, solar, cathodic protection, and SCADA systems.

EDUCATION

Postgraduate Diploma in Power Electronics

Menoufia University | 2004 – 2006

B.Sc. in Electrical Engineering – Electrical Power

Menoufia University | 1998 – 2003

KEY CERTIFICATIONS & TRAINING

- Pan Arab Certified Energy Management Professional – RCREEE, 2019
- Risk Management Professional – Canadian Academy, 2015
- Finance for Non-Financials & Budgeting – 2019
- Project Management Professional – Canadian Academy, 2015
- PV Design (On-grid, Off-grid, Pumping) – Renac Academy Germany, 2018
- Primavera Advanced – Oracle University Partner, 2015

LANGUAGES & TECHNICAL TOOLS

Languages

Arabic – Native | English – Fluent

Technical Tools

PVsyst | AutoCAD | REVIT MEP | Primavera | ETAP | DIALux | Microsoft Office Suite