

Ernie Sharif

Renewable Energy Professional

Business development strategist involving in project origination with an extensive network of connections in both corporate and government sectors.



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WORK EXPERIENCE

Senior Manager, Business Development Ecoplexus Inc

10/2022 - Present Malaysia

RE developer/investor headquartered in US with services in Solar PV, Wind Power and BESS.

Achievements/Tasks

- I am responsible for developing the business strategy to pursue opportunities in Malaysia (including Sarawak and Sabah) and Laos. This involves creating new opportunities that align with the company's business objectives.
- To establish new as well as maintaining current relationships with key stakeholders e.g. state governments, related ministries and its agencies at federal government level, financial institution and corporate sectors (local and international).
- To scout for potential companies as qualified candidates for the purpose of JV / business collaboration / partnership.
- I oversee the entire process, from managing tender submissions to project preparation, which includes tasks such as land scouting, initial site assessments, documentation, and agreement negotiations.

Senior Manager, Business Development Plus Xnergy Services Sdn Bhd

07/2021 - 07/2022 Malaysia, Indonesia, Thailand

Service provider as EPCC in solar industry and energy management system.

Achievements/Tasks

- I am responsible for managing and enhancing relationships with various stakeholders, including clients, federal and state agencies, and relevant authorities such as the Energy Commission, Ministry of Energy, SEDTA, MGTC, MIDA, Securities Commission (in matters related to ESG), the World Bank, and state governments
- Manage tender submission, project preparation which includes tasks such as land scouting, site assessment, documentation and agreement negotiation.
- I scout potential partnership opportunities, which involve joint venture (JV) partners for the purpose of engineering, procurement, construction, and commissioning (EPCC) services, for projects outside of Malaysia.
- I managed projects, encompassing pre-execution preparation, permitting acquisition, and legal aspects involving clients and relevant authorities (federal and state level)

SKILLS

Project Origination

Strategic Relationship

Governmental Affairs

Marketing and Branding

Business Strategist

Negotiation

Contract Management

Public Relation

Problem Solving & Crisis Communication

Journalism / Editorial

PROJECTS EXECUTED

Plus Xnergy Services Sdn Bhd

- Obtained **ST license approval for 25 clients within 6 months of employment**, with few cases that has more than a year of backlog issues.
- Participated in **44MW Indonesia's Pertamina** rooftop projects and managed to be among 10 shortlisted.
- **Collaborated with 2 state governments** with green initiative roadmap.
- Secured a total of **15MW solar EPC rooftop projects with Lotus Malaysia** via partnership with Alvertim Co Ltd, a Thai solar arm under the CP Group.

Canadian Solar Inc

- Secured and developed till the completion of a **5MW solar rooftop project**.

ITRAMAS Corporation

- **150MW Solar power plant project**. I was part of the management team in charge for the construction of the solar power plant. Tasks involved - dealing with various local & federal authorities such as Single Buyer, Ministry of Energy, Energy Commission, JKR, Fire Department, state water department and local councils.
- **World's Largest Green Sukuk RM1 billion**. I was tasked to handle the stakeholders which include World Bank, Bank Negara Malaysia, Malaysia Securities Commission and Sukuk Holders.
- **Corporate Social Responsible (CSR) program**. (1) Recycling wood program with Malaysian Prison Department. (2) An upgrading of water canal meant for flood mitigation and agriculture irrigation system for the local paddy farmers.
- Project Director for the **launch of Malaysia's first largest solar power park** by Kedah Chief Minister.

The Malaysian Reserve

- Managed and secured Tun Daim Zainuddin in series of aspiration talks with Malaysian icon.

Special task under Prime Minister's Office

- Crisis communication strategist on national issues - 2013 Lahad Datu Standoff, RCI Tribunal in Sabah, AES (Automated Enforcement System), 2012 General Auditor report, 2013 General Election and 2013 Budget.

WORK EXPERIENCE

Manager, Business Development Canadian Solar Inc

06/2019 - 06/2021

Malaysia

A Nasdaq listed company, involved in manufacturing of Solar PV and Renewable Energy development project.

Achievements/Tasks

- Managed tender submission for "large scale" and solar rooftop projects, including dealing with clients and stakeholders. This include the Ministry of Energy, Energy Commission, Single Buyer, related state and federal gov agencies.
- Scout for new potential partners as co-investor and EPCC for Malaysia and oversea market.
- I assisted in the company's project financing and corporate tax structure, involving interactions with tax agencies, government-related entities such as MIDA, MGTC, Bank Negara, and lenders.
- I managed international lenders' expectations and met ESG-related requirements, obtaining all the necessary permits as part of the lender's prerequisites.

EDUCATION

Bachelor's Degree in Mass Communications Universiti Putra Malaysia

2000 - 2003

Malaysia

LANGUAGES

English



Bahasa Malaysia



Senior Manager, Public Relation and Business Development ITRAMAS Corp.

01/2017 - 05/2019

Malaysia

A green-tech company involve in large-scale public projects in Renewable Energy (RE) & Energy Efficiency (EE) activities.

Achievements/Tasks

- I worked with local and international stakeholders to identify new opportunities.
- I was involved in pre-project execution, encompassing land scouting, securing JV partners, financing, and project proposal development.
- I coordinate with internal resources to prepare project submissions and facilitate the authorities' approval process.
- I cultivated and maintained positive relationships with stakeholders, shareholders, media, as well as federal and state government agencies.
- Managed company's branding content - online and off-line platforms including managing physical events and brand collaboration activities.
- I planned and executed CSR programs to foster positive relationships with local communities near the project location, meeting lenders' ESG requirements.

Head of PR and Communication The Malaysian Reserve

10/2014 - 08/2016

Malaysia

Business news publication.

Achievements/Tasks

- Managed PR and Communication operations. This include maintaining relationship with stakeholders, clients and government agencies.
- Provide consultation for sales and marketing team by creating new editorial solutions for clients.
- Create "Brand Association" programs.

WORK EXPERIENCE

Freelancer - Research and Consultation

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04/2013 - 09/2014

Malaysia

Achievements/Tasks

- Research and media monitoring for GE13 for Home Ministry.
- Consultant for Jawatankuasa Pemandu Transformasi PLKN under the Defense Ministry.
- Consultant for Jawatankuasa Kerja Belia dan Perpaduan – Jabatan Perpaduan Negara dan Integrasi Nasional.
- Consultant and Researcher for News Portal “The Rakyat Post”.

Researcher and Consultant

National Communication Team, Malaysian Prime Minister's Office (Think Thank)

08/2012 - 03/2013

Malaysia

Strategic research, consultation and communication centre for Prime Minister's Office.

Achievements/Tasks

- Involved in “risk management” decisions on issues related to government's image - 2013 Lahad Datu Standoff, RCI Tribunal for project IC in Sabah, AES (Automated Enforcement System), 13th General Election, 2013 Budget and current political scenarios.
- Participated in high ranking discussion within the agencies and setups in the Prime Minister's office on communication strategies and branding.
- Involved in discussion on issues that could impact the government's political parties (UMNO).

Senior Creative Researcher

Astro Awani

01/2011 - 07/2012

Malaysia

A 24 hour news broadcast channel.

Achievements/Tasks

- Conducted research & treatment in searching for high quality content for assigned in-house productions, in collaboration with the scriptwriters, producers and anchors.
- Anchored live talk shows programmes: Agenda Awani, Meja Bulat and Analisis Awani as well as reader for the primes time news bulletin.
- Maintained good relationship with various government agencies and ministries.

Broadcast Journalist

Astro Radio

10/2002 - 12/2010

Malaysia

A Malaysian radio network owned by Astro Malaysia Holdings.

Achievements/Tasks

- As manager for a team of writer/presenters and senior writer/presenters, part of my task is to oversee the production of hourly news bulletins and generation of proprietary news content on BM and English station - Sinar, Era, THR Gegar and XFM.
- Presented hourly news bulletins on BM language stations, phone-in reports from the field and performed live coverage of major sports events - Malaysian F1 Grand Prix & MotoGP.
- Handled on-the-job training for new staff at the newsroom, and also interview prospective recruits.