

Pierre Pesnel

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Offshore Wind and Renewables | Business Development, Partnerships, Market Entry

Twenty years developing renewable energy projects across 47 countries. Most recently Project Director of two 1 GW ScotWind offshore wind farms in Scotland, taken through to consent application.

I open markets, build partnerships and steer development teams from inside.

EXPERIENCE

QiDO Energy Development

2012 – present

Founding Partner | Bordeaux

Embedded into developers, utilities and manufacturers on long engagements, under contract or secondment, accountable for a mandate. Principal assignments:

Qair International / Thistle Wind Partners

May 2022 – Sept 2025

Offshore Wind Project Director | Edinburgh

Direction of two 1 GW ScotWind offshore wind farms, Ayre floating and Bowdun bottom-fixed, EUR 6 bn of estimated CAPEX and EUR 330 m of development budget, inside a three-party joint venture with DEME Concessions and Aspiravi.

- All four consent applications submitted
- Development team scaled from 15 to 40 FTE
- Consortium structure reshaped; shareholder representative on the steering committee
- Full development scope directed: consenting, surveys and metocean campaigns, grid connection, procurement, budget control and risk

Offshore Wind Bid Director | Port-la-Nouvelle

Before Scotland, Bid Director on the French floating offshore auctions AO5 at 250 MW and AO6 at 2 x 250 MW, for two consortia alongside TotalEnergies and Corio Generation.

- Complete bid packages prepared: preliminary design, business model, DEVEX, CAPEX, OPEX and bid price per kWh
- Consortium, joint bidding and shareholders' agreements negotiated across the three parties

Masdar

Apr 2018 – Dec 2023

Project Director | ten Caribbean countries

- Nine feasibility studies for hybrid PV, battery, diesel and desalination systems, then EPC and O&M tendering and bid evaluation, followed by construction phase monitoring

BKW AG

Dec 2015 – Jun 2020

Strategy and Business Development, embedded | Bern, six European countries

Wind and solar business unit of a Swiss utility, 200 FTE and 600 MW, alongside the head of the unit, full time from 2018.

- Spanish market entry: regulatory and commercial analysis, target screening, and M&A process through to negotiation
- O&M strategy across five countries on a 1,000 MW portfolio during an acquisition, in-house to fully outsourced
- Go-to-market for a group owned SaaS venture of 15 FTE across Spain, Germany and Switzerland.
- Feasibility study for a 50 MW wind farm combined with a 1,000 ha agricultural project in Mozambique

JST Transformers

Dec 2015 – Jun 2016

Business Strategy Consultant and interim VP Sales, USA

- Worldwide repositioning across 54 countries for a manufacturer of 30 to 800 MVA power transformers, then US market entry, agent network and first sales

Greenfield development, 135 MW wind and solar

Oct 2014 – Jun 2015

Project Director, Financial and Contractual Expert | Kenya

- Three projects taken from resource assessment and ESIA screening to grid study, plant design and investment case

Other assignments

2011 – 2022

- **TotalEnergies, Mauritius.** Lead negotiator on the PPA of an 18 MW wind farm with Central Electricity Board.
- **Engie, through Roland Berger.** B2C energy market analysis across four East African countries.
- **Altaeros Energy, Boston.** Engineering and business strategy for an airborne wind turbine prototype.

- **GAUSS Energia, Mexico.** Bid evaluation and contract negotiation through to closing on a 10 MW / 5.5 MWh grid connected battery system; Project finance model optimisation, 43 MW PV and 25 MW PV plus 10 MW battery.
- **Finance in Motion.** Battery storage training for a EUR 2.6 bn impact investment fund.

Public and multilateral programmes

2013 – 2021

Senior Key Expert | European Union, GIZ, OCTA, EEP Africa

- Renewable energy readiness assessed across 19 Small Island Developing States and 22 Overseas Countries and Territories
- Storage sector studies in Brazil and India, mini-grid structuring in Kenya and Tanzania, PPA training for government delegations

Vergnet

Jan 2006 – Dec 2011

Wind turbine manufacturer and EPC contractor | Orleans and Boston

Managing Director, Vergnet Americas Inc. Boston, 2010 to 2011

- Sole responsibility for the Americas: EUR 4 m of sales over two years, contracts with private IPPs, public authorities and the US military

Director of Sales and Business Development Orleans, 2006 to 2009, member of the board

- More than EUR 300 m of sales over four years; sales department built from 3 to 12 people
- Wind projects from 275 kW to 120 MW across thirteen countries, including Ashegoda 120 MW in Ethiopia and Katsina 10 MW in Nigeria

EARLIER CAREER

- **Sodiaal, Export Director, Paris, 1998 to 2005.** EUR 90 m milk derivatives export division of France's largest dairy cooperative, team of five, Latin America, Caribbean, Africa and Middle East.
- **Danone, Export Manager Central Africa, Douala, 1995 to 1997.** Seven French speaking countries, team of eight.
- **Bank of Central African States, Economist, Yaounde, 1993 to 1995.** Price index after the CFA franc devaluation; translation for the World Bank and the IMF.

EDUCATION, CERTIFICATIONS AND LANGUAGES

- **EDHEC Business School.** MSc International Finance and Master in Management, 1990 to 1993. Erasmus, Universitat Autònoma de Barcelona.
- **Frankfurt School of Finance and Management.** Certified Expert in Climate and Renewable Energy Finance, 2019.
- **DNV,** floating wind, 2022. **WEAMEC,** ocean engineering and marine renewable energy systems, 2022.
- French mother tongue, English C2, Spanish C2, German B1 to B2. Multicultural, multidisciplinary teams.

Core skills — Offshore Wind · Floating Offshore Wind · Onshore Wind · Project development · Bid management · Consenting and permitting · Grid connection · Joint ventures and consortia · Shareholder agreements · Multicultural Management · Market entry · M&A and due diligence · PPA negotiation · EPC and O&M contracting · Procurement · DEVEX, CAPEX and OPEX · Financial modelling · Battery storage · Stakeholder management