

Recruitment Advertisement

Position: Director

Department: Project Advisory

City: Sydney, NSW

About the Company & Position

Verdia was founded with a simple mission – to save energy and transition the economy to cleaner, more sustainable energy sources. We do this by helping our customers take control of their energy costs and get smart about how to generate, use and manage energy.

The Director, Project Advisory is responsible for developing and delivering distributed generation and demand management programs. Projects ranging from \$500k up to \$5m including multi-site rooftop solar, LED lighting and storage projects, and energy efficiency programs. These projects are working with the top ~2,000 companies / electricity consumers in the country.

Reporting to the National Leader and GM, Project Advisory and working closely with the senior management team at Verdia and our partners, the role requires an ability to engage with senior executives at corporate clients to identify, qualify, develop and deliver commercial, technical, program/project and financial outcomes for clients.

The role will provide the advisory, sales and commercial leadership for clients and bring together technical, engineering, design and delivery teams, resources and partners across Verdia as well as management of client stakeholders to deliver some of the most exciting and transforming programs and projects in Australia.

Client focus

- Large private and medium-sized listed companies and organisations covering the top ~2,000 energy users in Australia (excl. the top 250)
- Sector focus includes Manufacturing, Agribusiness, Food & Beverage, Health & Aged Care, Education, Large Retail, etc.

Skills Require

- Proven solar project sales and development experience (Behind the meter, captive and in front of meter)
- Demonstrated successful delivery of projects through financial close and commissioning
- Extensive knowledge of the full-cycle of renewable power generation development and marketing
- Extensive knowledge of interconnection, permitting, regulations, utility procurement goals, policy, law and other issues that impact development of renewable energy projects
- Transactional / Contract / Finance / Negotiation Experience
- Extensive knowledge of the renewable energy industry participants (potential partners) and stakeholders
- Experience in negotiating and executing contracts, and managing counterparty relationships
- Understanding of what makes a project finance-able and ability to quickly identify risks and mitigation measures
- Ability to manage numerous projects and relationships simultaneously including consultants, attorneys, and other third-party vendors

Key Responsibilities

- Identify and engage potential clients with distributed, behind the meter captive solar / energy efficiency opportunities
- Actively develop program / project feasibility studies and investment grade business cases
- Conduct due-diligence and analysis on new opportunities
- Manage analysts, engineers, external stakeholders, and other third parties to ensure project success
- Manage budgets, milestones, schedules and deliverables for assigned development projects consistent with targets
- Maintain timely communication and reporting with management on all project activities.

If you are ready to join the Verdia team, please email verdiaemployment@verdia.com.au and include your current CV and cover letter. Applications without these documents will not be considered.