

# Recruitment Advertisement

**Position:** Director

**Department:** Large Programs

**City:** Sydney, NSW

## Company & Position overview:

The Director, Large programs is responsible for developing and delivering large distributed generation and demand management programs and projects >\$5m to \$50m including multi site rooftop solar and storage projects, captive ground mount solar projects and large scale energy efficiency program to the National Leader and GM, Large Programs and working closely with the senior management team at Verdia and our partners, the role requires an ability to engage with senior executives at large ASX200, government, property and infrastructure clients to identify, qualify, develop and deliver commercial, technical, program/project and financial outcomes for clients. The role will provide the program and project leadership for clients and bring together the commercial, 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

## Clients focus

- ASX 200 companies and top 500 major energy users in Australia
- Listed property REITs and infrastructure owners
- Federal and State Government
- Energy distributors

## Skills Required:

- Proven utility scale solar project 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 / 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
- Manage all aspects of solar PV / energy efficiency project development from origination to commissioning
- Maintain timely communication and reporting with senior management on all project activities.

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