

# **Business Development Manager Sustainability**

## **OPPORTUNITY**

Ainira Industries is currently seeking applicants for Business Development Manager Sustainability to build upon the already prominent position within the Australian renewables sector.

Headquartered in Melbourne, Australia we are an international renewables powerhouse with a diverse range of renewable and alternative energy assets and operations. We have offices on four continents, over 220 highly skilled staff, and maintain a steady line of upcoming projects in the renewables arm of the business. With our significant investment in technology and infrastructure, we strive to maximise the value of the energy we produce for the world along with a commitment to enhance Ainira's value to society.

## **JOB DESCRIPTION**

Reporting to Director of Sales Energy, the Business Development Manager will focus on developing winning bidding strategies for the Company in ANZ/ASEAN, and developing proposals consistent with those strategies. Alongside your understanding of the APAC regional renewables market and its drivers, you will have significant business development experience in a combination of construction engineering, turnkey project management, risk management, and financial acumen within commercial sustainability operations.

You will be looking to build customer loyalty through excellent project execution and ensuring its delivery to specifications. In addition, you will be a highly motivated team player, self-starter with strong leadership, interpersonal, organisational, and communications skills. A passion for the industry, attention to detail, and desire to grow professionally will enable you to excel in this position.

## **RESPONSIBILITIES**

- First point of contact for the value chain and a broad range of potential contractors and stakeholders
- Identifying and evaluating prospective EPC partners and sub-contractors using appropriate evaluation processes with the support and input from Engineering and Field Application teams with the Group
- Proactively engage with businesses/vendors supplying solutions to the renewable energy sector (wind, solar, bio-energy, wave/tidal energy, and hydropower) to assess their suitability for partnering with us
- Analysing economic trends and government policies, negotiate commercial contracts, and interact with EPC groups and the investment community
- Providing financial and commercial support to the Renewables Sales team for budgetary proposals and studies during opportunity development
- Supporting customer meetings and presentations regarding extended scope capabilities, execution structures, partnering concepts, and bid pre-qualifications
- Serving as primary interface for partners, construction and multidisciplinary engineering contractors, and manage the development of project specific consortium agreement and subcontract bid packages
- Prepare and arrange reports, budgets and forecasts and presenting them to governing bodies
- Assessing risks to the business, and ensuring they are monitored and managed/minimised

- Represent the organisation at official occasions, in negotiations, at conventions, seminars, public hearings and forums, and liaising between areas of responsibility
- The position will also require you to work in partnership with the centralised administration, IT, and marketing departments throughout Europe and the Middle East
- Maintaining awareness of the competitive market landscape, and industry expansion opportunities as this function is a stepping stone to grow our APAC operations and has a high level of industry visibility

### **SKILLS and ABILITIES**

- BSc in Electrical, Mechanical or Construction Engineering with Environmental Planning background
- 10 years-plus experience successfully turnkey delivery of renewable energy projects in ANZ/ASEAN, managing engineering teams, and identifying commercially feasible renewable energy projects
- Strong project management skills, business acumen with well-honed \$20+ million P&L responsibilities, and practical expertise with Lean/ Six Sigma processes
- Comfortable driving multiple program initiatives at a rapid pace, making thoughtful recommendations with available data
- Outstanding communications skills also a must – succinct and to the point in one-on-one, small group and public speaking events for a variety of content (e.g. presentations, proposals, strategies etc.)
- Demonstrated high degree of initiative, creative problem solving, attention to detail, and calm under fire
- Able to engage effectively with others on the senior management team in sales, product, manufacturing, finance, and legal, as well as to presenting effectively at Executive Management and Board level
- Ability to network with industry associates for Industrial Automation and Manufacturing Execution Systems, local council boards, and various government departments
- Travel domestic and internationally 40% of the time

### **COMPENSATION**

The Company offers a competitive compensation and benefits package.

### **APPLY**

Click “Apply” below or use form in the Contact section – quote the reference number HR-RNW-0078. Only the shortlisted candidates will be contacted. Thank you for your interest.

Recruitment agencies, please note that no agency candidates will be accepted.