

# Head of Sustainability Developments

## OPPORTUNITY

Ainira Industries is currently seeking applicants for Head of Sustainability Developments to build upon the already prominent position within the Australian renewables and sustainability sectors. We are looking to expand our team with a strategic leader with experience in commercial innovation and development of energy solutions, and a confident style that fosters action, innovation, collaboration, and accountability.

Headquartered in Melbourne, Australia we are an international renewables powerhouse that brings together a wide range of strategic and technical capabilities, to provide a comprehensive offer to support customers in tackling their complex sustainability challenges from strategy to execution. Our Centre of Excellence was created to engage with executives and organisational leaders to set tailored strategies and specific roadmaps to achieve their sustainability and zero-carbon objectives across energy, water, and waste – globally.

## JOB DESCRIPTION

Through the projects we design, develop, commission, and operate we are building long term relationships with our customers, delivering highly scalable energy solutions and services that make a real difference to all our stakeholders. As Ainira continues on its evolution of innovation and growth, the best people and top professionals are critical to our success in supporting our clients and catering to market requirements.

Reporting to the Engineering Manager Renewables, the Head of Sustainability Developments has responsibility for the expansion of Ainira's renewable/ green energy activities in the ANZ and ASEAN regions. You are accountable for developing Ainira's market growth by originating business, growing client portfolio, building and leading offers, and managing a sales team. Your role must be performed in full compliance with the Company's standards in terms of Quality, Safety, Legal, Environment, and Ethics.

## RESPONSIBILITIES

- Establish and sustain a market leading position across energy solutions, including solar energy, lighting, EVs, energy storage, micro-grid, PFC, and virtual power plant services for the business sector in APAC
- Development and execution of the market specific targets and strategy, and ensuring the Renewables team is aligned with global strategic goals and the ESG targets for the wider business
- Ensure the ANZ/ASEAN large scale business functions as a cohesive, effective, and profitable team, which operates safely whilst driving continuous improvement locally and abroad
- As technical subject matter for sustainability solutions, develop a thorough understanding of the customers and the future market needs, and provide market feedback, data, and competitor intelligence
- Set strategic directions of client projects, develop and maintain positive relationships with key stakeholders at senior levels within the renewable energy industry in Australia and APAC
- End-to-end commercial delivery of contract strategy development, negotiation, formation and administration during all phases of the project
- Conduct feasibility and detailed project cost estimates, and prepare planning including engineering, materials, and construction studies; undertake inspection of completed installation

- Estimate labour, material, and construction costs, and draw-up specifications for the purchase of materials and equipment
- Position as an innovative leader when engaging with clients and contractors for technical aspects, liaising with permitting agencies and regulatory bodies, and coordinating internally cross-functionally
- Conduct site inspections to ensure compliance with safety regulations, and participate in field inspections and field reviews of work during construction; perform troubleshooting activities as needed
- Collaborate with other engineers, technicians and contractors to ensure project success, and provide technical support to other departments as needed
- Stay up-to-date with industry standards and codes, and emerging technologies in the electrical field to ensure compliance with safety regulations and quality standards in all sustainability projects

### **SKILLS and ABILITIES**

- BSc or MSc in Electrical Engineering; CEC Design Accreditation essential; CPEng and RPEQ required
- Proven 10 years-plus experience in energy, preferably renewables, with a developer, IPP, EPC, or OEM
- Exceptional knowledge of the clean energy and sustainability sector, and a deep understanding of the Australian, and to a wider extent, ASEAN, markets
- Strong skills in business strategy, management, and financial analysis, and experience building a strong technical or market expertise within your team
- Strong knowledge of the challenges of grid integration in the Australian renewable energy market and familiarity with the AEMO guidelines
- Demonstrated high degree of initiative and attention to detail, alongside high level professional technical and commercial skills, including problem-solving, project costing, and budgeting
- Ability to confidently and comfortably present technical solutions to key customers and respond in a timely manner to their technical concerns by providing articulate answers to the customer's questions
- Excellent knowledge of legislation, regulations, standards, and code of practice relating to the design, construction, management, and Occupational Work and Safety of sustainability and energy projects
- Capability to work in a fast-paced environment and adapt to changes in project requirements, both independently and as part of a team to achieve project goals
- Company is supporting initiatives to better balance your family and work life, and offers exciting learning and development opportunities along with on the job training, international exchange and career growth

### **COMPENSATION**

This is a senior role within the business and the compensation package, which includes company stock, will be structured to reflect the experience and expertise of the successful candidate.

### **APPLY**

Click "Apply" below or use form in the Contact section – quote the reference number HR-RNW-0081. Only the shortlisted candidates will be contacted. Thank you for your interest.

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