

Director Clean Energy and Decarbonisation

OPPORTUNITY

Ainira Industries is currently seeking applicants for Director Clean Energy and Decarbonisation to build upon the already prominent position within the Australian renewables and decarbonisation sectors. We are strengthening our senior management team with an experienced Director in commercial innovation and delivery of energy solutions, a confident strategist that fosters action, 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 clean energy and sustainability challenges from strategy to execution. With our significant investments in technology and infrastructure, we strive to maximise the value of zero-carbon solutions we are producing for the world along with a commitment to enhance Ainira's impact to society.

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 CTO, the Director Clean Energy and Decarbonisation plays a leading technical and commercial role with the wider business by working with the largest Natural Resources, Energy, and Renewables clients across Australia. The position supports Ainira's expansion of clean energy and decarbonisation business, and the achievable target of becoming the sector's pre-eminent project development and delivery services.

RESPONSIBILITIES

- Establish and sustain a market leading position by developing strategic partnerships with key customers and value chain from Australia and APAC
- Expand existing client base across all renewable sub-sectors: sub-stations and grid, including high-voltage AC/DC transmission; green hydrogen and derivatives; and decarbonisation/carbon credits
- Advising clients at a strategic level: project initiation, development stages through to FID, providing advice on different approaches that can be adopted to successfully achieve client's overall goals
- Management of approvals (legislative, commercial, environmental, JV, funding etc.); funding process through banks, PE/VC, PPP's, and industry incentives schemes; and land access and acquisition
- Establishment of PPA's, management of grid connections and ESG related areas, engagement with the supply chain and stakeholders, and technical and commercial leadership of teams and contractors
- Setup the overall success criteria for the project (time, cost, technical, performance parameters), and embed effective project governance, processes, and systems with the customers across their portfolios
- Managing the flow of information between the team and the client through regular meetings and written communication, ensuring the production of formal project progress reports

- 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
- Focus on customer outcomes, develop and maintain positive relationships with key stakeholders at senior levels within the renewable energy industry in ANZ/ASEAN
- As technical subject matter for large scale energy solutions, develop a thorough understanding of the customers and the future market needs, and provide market feedback, data, and competitor intelligence
- Position as an innovative leader when engaging with the clients and contractors for technical aspects, liaising with permitting agencies and regulatory bodies, and coordinating with internal teams

SKILLS and ABILITIES

- Bachelor of Commerce or Electrical Engineering, required; MBA or similar desirable; professionally qualified in project management, and post-grad courses in sustainability and environment a must
- Proven 15 years-plus experience in renewables, preferably in the clean energy and decarbonisation sector; overall electrical and high-voltage grid knowledge will be viewed favourably
- Strong knowledge of the challenges of grid integration in the Australian renewable energy market and familiarity with the AEMO guidelines
- Thorough understanding of the Total Project Lifecycle, from project conception stage, through all the operational stages, to completion and post-project review
- 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, Occupational Work and Safety of clean energy and carbon-based projects
- Capability to work in a fast-paced environment and adapt to changes in project requirements, both independently and as part of a senior management team to achieve project goals

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-0082. Only the shortlisted candidates will be contacted. Thank you for your interest.

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