

## PROJECT DEVELOPMENT MANAGER (UK)

<b>Location:</b>	Trafalgar Square, London (occasional travel inside the UK may be required)
<b>Reporting to:</b>	Business Development Director
<b>Salary Range:</b>	£ Competitive - depending on experience

### Job summary / Purpose of the role

Are you a proactive and motivated Project and Business Development Manager with an in-depth understanding of the UK storage and energy market? This is a fantastic opportunity to join a small but growing global organisation leading the way towards a cleaner, more efficient and secure energy future.

Highview Power's proprietary long duration, zero emissions energy storage system utilises cryogenic technology and surplus electricity; at times of low demand/low cost, to make liquid air which can be stored and later converted back into energy and released into the grid, at times of high demand/high cost.

This award-winning technology has been dubbed as "the missing link" to making renewable green energy sources a more resilient, reliable and cost-effective option when compared with traditional carbon alternatives.

Highview Power value their employees and are committed to creating a positive and inspiring working environment. The ideal candidate will be a commercially savvy and persuasive developer whose analytical mind and keen eye for detail will enable them to navigate complex matters and find innovative solutions. Taking responsibility for originating and developing projects and new business opportunities in their geographical area primarily by the development and financing of our own project sites (utilising Highview's technology). Never losing focus of the goal, they will have a proven track record of delivering projects; ideally from inception through to being fully financed, while nurturing stakeholder relationships with sensitivity and diplomacy.

This is an integral role that will help Highview Power to secure its position as the leading long duration energy storage technology supplier and developer; the ability to be independent, strategic, communicate effectively and to prioritise your workload efficiently will be crucial to succeeding in this role.

In return, Highview Power will provide the successful candidate with training and development opportunities, competitive salary and bonus.... and the chance to be a part of building a cleaner, greener, better future for everyone.

## Key tasks, activities and responsibilities of the role

The role will focus initially on the development of the project sites that Highview has captured (and assistance in capturing sites) but will include aspects of business development as the business expands.

- Develop project opportunities from origination through to commercialisation and financing. Manage several projects and associated budgets through effective time management.
- Develop strong relationships with clients, landowners, partners, and other stakeholders.
- Assist in the research and source new sites to add to the Company's portfolio, skilfully negotiating property agreements and planning permissions with landowners and local authorities to ensure we receive third party consents to develop and operate projects.
- Produce a business case for each development opportunity and each specific project, communicate / escalate the business case to senior management to obtain formal approval before proceeding.
- Interpret financial models.
- Secure funding from lenders, investors and/or joint venture parties needed to build our projects, ensuring that profit and return on investment to the Company is maximised.
- Network and expand the Company's contact base, by engaging with existing connections within the sector and actively seeking out new relationships that may prove advantageous.
- Build and develop market appreciation, identify trends, risks and opportunities for the Company.
- Identify development opportunities that help the Company meet our goals and overall development objectives. Initiate and manage continuous improvement and change management initiatives.
- Generate detailed presentations, development proposals and structure contracts and deliver confident and persuasive presentations to an audience of both colleagues and clients.

*Please note that this is not an exhaustive list of general tasks and duties, and that the job description may be subject to changes according to the requirements of the organisation. The job holder will be expected to complete all tasks within his/her level of skill and ability.*

## Person Specification

*Please use this in conjunction with the advertised requirements.*

*The final column indicates how we will tell if you have provided evidence of the requirements. Criteria considered from your CV and/or application form will be marked Short listing. Those reviewed when we meet you will be marked Interview.*

	Essential	Desirable	How to be measured
<b>Qualifications &amp; Training</b>	<ul style="list-style-type: none"> <li>Educated to Degree standard or has equivalent experience.</li> </ul>	<ul style="list-style-type: none"> <li>Engineering /technician qualification</li> <li>Project management qualification</li> <li>Microsoft Office package qualification (Excel, Word, PowerPoint, Outlook)</li> </ul>	Short listing
<b>Skills, Knowledge &amp; Experience</b>	<ul style="list-style-type: none"> <li>Minimum 5 years' experience working within the UK energy industry.</li> <li>Proven track record of delivery in one or more phases of project development, from inception, late stage development, financial close, completion/operations.</li> <li>Presentation skills, ability to create and deliver high quality proposals and speak with credibility to engineers, clients and regulators on technical subjects.</li> <li>Excellent persuasion skills, a good networker and a good negotiator.</li> <li>Excellent Communication skills, preferably in Word, Excel, Outlook and PowerPoint. Ability to create presentations, spreadsheets and reports to a high standard.</li> </ul>	<ul style="list-style-type: none"> <li>Experience working within the Energy Storage industry.</li> <li>Managing projects of at least 10MW within the renewable sector.</li> </ul>	Short listing / Interview
<b>Behavioural Competencies</b>	<ul style="list-style-type: none"> <li><b>Change and Innovative</b> - Looks for new and better ways to do things, generates new ideas and takes an innovative approach to solving issues or problems.</li> <li><b>Team working</b> - Develops effective, supportive and collaborative relationships with colleagues. Is considerate towards others; and contributes towards a positive team spirit.</li> <li><b>Planning &amp; Organising</b> - Identifies the key issues, effectively prioritises, plans ahead and manages expectations. Can meet deadlines and respond to tasks within a timescale.</li> </ul>	<ul style="list-style-type: none"> <li>Can provide referees who can confirm behavioural competencies.</li> </ul>	Short listing / Interview

	<ul style="list-style-type: none"> <li>• <b>Making considered decisions</b> – A first class problem solver. Analyses available information and/or the situation logically using clear criteria before taking action. Escalates high risk/cost matters appropriately with proposed solution.</li> <li>• <b>Resilience</b> - Can work under pressure and deal with situations calmly. Sticks with the task even when it gets difficult, tedious or inconvenient.</li> <li>• <b>Flexibility</b> - Actively takes on whatever role or task is required to achieve the business goals. Approaches work with a 'hands on', 'can do' attitude. Prepared to roll up sleeves. No task is beneath them.</li> <li>• <b>Effective Communication</b> - Ability to build rapport with a diverse range of stakeholders. Listens to other's opinions. Both written and verbal communication is structured logically, delivered with confidence, clarity, tact and credibility; and is adapted appropriately to the situation.</li> </ul>		
<b>Personal Qualities / Specific Requirements</b>	<ul style="list-style-type: none"> <li>• An entrepreneurial mindset</li> <li>• Enjoys working in a fast-paced, challenging environment</li> <li>• Attention to detail</li> <li>• Questioning nature, not afraid to ask the silly question.</li> <li>• High level of integrity and diplomacy.</li> <li>• A highly motivated, reliable and responsible individual.</li> </ul>	<ul style="list-style-type: none"> <li>• Has a genuine interest in the environment, sustainability and renewable energy.</li> </ul>	Interview