



Title: Business Development Manager
Location: Northants / Bucks, United Kingdom
Function: Growth
Details: Full Time, Permanent

EDL owns and operates a global portfolio of power stations in Australia, North America and Europe. Our vision is to be the leading global producer of sustainable distributed energy. At EDL, we are playing a key role in the world's transition from traditional energy sources to decarbonised solutions.

Reporting to the UK General Manager and the Growth function in Australia, this role is responsible for identifying, assessing, negotiating, finalising, organising and planning all acquisition activities and ensuring that they are sound and in line with expectations. As a key management team member, you will contribute to the operations and growth of the company and provide support to the UK leadership team, performing other duties such as managing key changes and mentoring of staff. This role has frequent UK travel, as well as the possibility of infrequent European / international travel.

Key Responsibilities

- Identifying, evaluating and developing new business opportunities in EDL's UK / Europe business
- The expansion of the existing UK / Europe business within EDL consistent with EDL's growth strategy and its Health and Safety Policy and Procedures
- The development of all opportunities related to the growth strategy, with both existing and new clients
- Gaining, developing and maintaining knowledge of day-to-day power generation, methane abatement and biogas market developments and related activities, including government incentive schemes
- Developing an understanding of existing and potential competitors in these markets and identifying EDL's competitive advantage to assess the opportunities identified and recommend where EDL should focus its development activities
- Initiating appropriate action to gain maximum advantage of sound opportunities
- Effectively managing new projects, acquisitions or joint ventures, including co-ordinating interdisciplinary input across the EDL business and third party advisers
- Negotiating and concluding transactions and organic projects with clients and partners
- Effectively leading or supporting strategic studies, investigating marketplaces & industry trends
- Undertaking economic, technical and financial analysis
- Contribution to the operations and growth of the company as a member of the UK leadership team

Person Specification

- Excellent organisational and project management skills; able to track and manage complex processes from start to finish
- Excellent interpersonal skills with the ability to think and communicate effectively
- Ability to think strategically and creatively whilst maintaining a high level of attention to detail
- Ability to drive and complete projects cross-functionally
- Economic and financial modelling in a commercial environment
- Market assessment, risk analysis and strategic planning
- Regulatory influences and responses in energy markets
- Bid construction, tendering and auction procedures, including acquisitions
- Joint venture management and negotiation
- Complex contract negotiation, administration and management
- A working knowledge of the stock market and takeover regulations
- Relationship management skills

Qualifications and Experience

- Graduate calibre – Graduate business or finance degree and professional certifications such as CCAB/MBA
- Experience in transactional or strategic advisory and experience in corporate development and/or other operational roles from within Waste to energy/Renewable/Energy/utilities or relative sector
- Experience managing M&A processes for a wide variety of transactions and complexity.
- Experience of conducting business within different countries and varying cultural contexts



EDL is committed to creating a diverse and inclusive environment and is proud to be an equal opportunity employer.

To apply, please send your current resume and professional cover letter (maximum one page) to hrvacancies@edlenergy.com.

Applications close on Friday, 26 February 2021.