



**Title:** Business Development & Commercial Director  
**Location:** Lansing, Michigan, United States  
**Function:** NA Business Development  
**Details:** Permanent, Full-Time  
**Date posted:** 12/08/2022

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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 North America Head of Development, the Business Development & Commercial Director will be responsible for leading business development and commercial support activities for EDL.

### **Key Responsibilities**

- Lead the origination and development of new business opportunities (M&A, greenfield and brownfield projects) across the USA and Canada in the landfill gas (LFG) industry in accordance with the group strategic plan.
- Support / drive the broader group push to grow in sustainable distributed energy in North America.
- Initiate strategic opportunities for the business using knowledge of market and macro-economic factors.
- Foster the development of commercial, technical and financial innovation which will provide a competitive advantage to EDL.
- Lead strategic studies and maintain up-to-date knowledge of market and industry trends
- Develop/maintain a comprehensive understanding of the macro market dynamics in the LFG markets in the Americas and stay current on broader renewables developments.
- Support and participate in the negotiation of commercial agreements with customers and stakeholders for new and existing growth opportunities.
- Maintain and develop a strong interface with key stakeholders: customers, partners, competitors and industry commercial groups (solid waste, renewable natural gas, biogas to energy, distributed energy, etc.).
- Lead the activities related to the commercial obligations and optimization of existing energy projects
- Lead a cross functional team of internal and external stakeholders in the delivery of the company business development growth objectives.
- Be a visible and accessible leader within the North American business.
- Lead by example on all aspects of EDL's business objectives and culture, with a particular focus on safety leadership.

### **Qualifications and Experience**

- Relevant academic qualifications in either a business, engineering or scientific discipline
- Minimum of 7 years' experience in the energy industry that includes a proven track record of success, with a minimum of 3 years' experience within the renewable energy industry
- Experience in the following areas is essential:
  - Economic and financial modelling in a commercial environment
  - Market assessment, risk analysis and strategic planning
  - Regulatory influences and responses in energy markets

- Complex contract negotiation, administration and management
- Relationship management skills
- Proven commercial and business development track record
- Comfortable regularly interfacing at C-Suite level

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 cover letter to [employment@edlenergy.com](mailto:employment@edlenergy.com), referencing the title of this role.

**Applications open until position filled**