



## **VACANCY – DIRECTOR, BUSINESS DEVELOPMENT AND ENERGY TRANSITION**

Applications are invited from interested and suitably qualified individuals for the position of **Director, Business Development and Energy Transition, FortisTCI**, Providenciales.

### **Description**

- Drive business innovation. Leads Company’s energy transition strategy, related research, developments, and initiatives.
- Support leadership team in delivering quantifiable and transformative business and operational strategic solutions.
- Responsible for business developments, resource planning and renewable energy programs.

### **Main Duties**

#### **Energy Transition**

- Manages renewable energy programs, i.e. Utility Owned Renewable Energy (UORE), UORE plus EV Charging Stations / Energy Storage and Customer Owned Renewable Energy (CORE), and develop/implement new programs in line with applicable regulations.
- Ensures RE Program complies with local regulations and follows company adopted engineering and safety standards.
- Lead research and development on alternative sources of energy for electricity generation.

#### **Business Development**

- Executes project management on business development projects, supports resourcing efforts, and coordinates execution by various personnel to deliver projects with high quality and within allocated time and budget.
- Drive enterprise-wide projects that incorporate a proactive and innovative solution to addressing business challenges and achieving organizational goals and objectives.
- Monitor business trends, opportunities, threats and industry disruptive challenges.
- Monitors external and internal environment for development of new market segments, new services, or programs.
- Assists in or produces feasibility studies/business plans required for new programs and integrated resource planning requirements.
- Assists Corporate Communications in developing marketing strategy and campaigns for new programs and services.
- Assist the Executive Office in performing ad hoc research projects or feasibility studies
- Establish strong, effective, and collaborative partnerships with key business unit leaders, subject matter experts, and project leaders to build and deliver on effective solutions and strategies.

## **Project Management**

- Lead BDI projects, including the design and deployment of renewable energy sources.
- The position holder must follow the best practice in project management and ensure that his/her subordinates follows the same:
  - Develop business case for the subject matter;
  - Assess project risks and manage changes in project specification;
  - Prepares budget and ensure adherence to the approved project budget and timeline;
  - Prepares periodic project status report and communicate to project stakeholders;
  - Conduct project closing and post project assessment;
  - Maintain organization and project documentation.

## **Other responsibilities that will be assigned from time to time**

### **Academic/ Technical/ Management Experience and Qualifications:**

- Bachelor's or Master's Degree in Business Administration, Engineering, Economics or field relating to Renewable Energy, Energy Economics, Business Developments, and Innovation
- MBA or Professional certification is an advantage i.e. PMP, P.Eng
- At least five years of leadership responsibility managing a team and cross functional teams
- Highly analytical and strong problem-solving skills
- Familiarity with utility regulatory rules, energy resource planning and various rate structures
- Experience in business developments
- Experience in managing projects or enterprise-wide initiatives
- Proficient in Microsoft Word, Excel and PowerPoint

### **Abilities and Skills:**

- Innovative
- Deep understanding of electricity utility industry and energy transition
- Technical with business inclination or business with technical inclination
- Project management skills
- Strong interpersonal skills, must be able to represent the company
- Strong business analysis, problem solving, and strategy development skills
- Leadership qualities including the ability to motivate, inspire, counsel and facilitate individuals and teams to take responsibility and accountability for the goals.
- Ability to drive collaboration with executives, business and technical teams to achieve effective solutions.
- Ability to work with cross-functional teams to help build effective processes
- Effective communication skills with all levels in the organizations and ability to communicate with both technical and non-technical audience.
- Flexible and resilient, comfortable with ambiguity, adaptable to a high-change environment and open to new concepts and/or processes.
- Ability to develop and document business cases, technical, and business reports
- Conflict resolution and negotiations skills to resolve disagreements quickly and effectively, bringing a problem-solving attitude to conflicting approaches and priorities involving others.
- Demonstrated experience in driving business transformation (including mastery of a broad range of service model / strategy / transformational / process improvement tools and approaches).

**Salary range: \$101,573 – 126,964. Compensation is commensurate with experience and qualifications.**

**Qualified individuals should apply to the addresses below. Only successful applicants will be contacted for an interview.**