



POSITION PROFILE

Corporate Development
Manager



The Company	3
The Role	4
Preferred Candidate Profile	6
Remuneration	7
The Recruitment Process	7





Bute Energy is a developer of large-scale onshore renewable energy projects in the UK, with a development pipeline in excess of 2GW of generating capacity.

Our portfolio comprises projects at various stages of development, with the first projects expected to commence construction in 2024. In total, the portfolio of onshore wind farms, solar PV projects and co-located battery energy storage systems could have an installed capacity in excess of 2,000 MW by 2030, making a substantial contribution towards meeting the renewable energy targets of the Welsh Government and the net zero carbon objectives of the UK Government.

The projects are expected to attract significant investment and deliver substantial socio-economic benefits to the local and regional economy. We will submit our first planning application in the summer of 2022 for the Twyn Hywel Energy Park (<https://twynhywelenergypark.wales/>), located largely within a Pre-Assessed Area for Wind Energy in Southeast Wales. All our sites can be generating power by 2028, helping to support the Welsh Government's 2030 targets on the path to Net Zero.

We have partnered with Copenhagen Infrastructure Partners (CIP), whose investment will allow us to accelerate the development of our portfolio and bring significant supply chain and economic benefits to Wales.

We are now growing our team to support delivery of our portfolio. We are looking for candidates who will bring the expertise, determination and passion to help us deliver our vision for the future of renewable energy in the UK.





Job Title:	Corporate Development Manager
Location:	Edinburgh
Reports to:	Commercial Director

Bute Energy is looking for a dynamic candidate to support with our continued growth in the renewable energy sector. The Corporate Development Manager will be a member of the Commercial Team, helping both to maximise value within the business's existing portfolio and with the delivery of new business objectives, including expansion into new technologies.

The successful candidate will need to be a highly professional and aspirational with a strong interest in the renewable energy sector, whilst being driven to deliver commercial excellence to match Bute's ethos. This is an enormously exciting opportunity to join a high growth business and play a key role in its continued success.

Main Responsibilities

- Work closely with the Commercial Director to assist with the value optimisation of the business's existing portfolio, including ancillary technology deployment and routes to market
- Work closely with the Commercial Director to assist with the financial underwriting and assessment of new technologies, together with the delivery of these investment strategies
- Produce business plans and supporting financial analysis for pipeline projects
- Build relationships with industry corporate finance, and other advisors to understand capital market pricing, market trends and how to optimise projects for maximum value
- Develop an industry network around, and understanding of, route to market revenue streams for onshore wind, solar and battery assets
- Develop an industry network around, and understanding of, route to market revenue streams for hydrogen opportunities, including offtake opportunities with end users proximate to Bute's projects
- Develop an understanding of government support regimes and mechanisms for hydrogen development
- Work closely with the Commercial Director to assist with delivery of wider commercial team objectives as set by the business from time to time



Key Accountabilities:

- Identify and attend key industry events and conferences to ensure that Bute has a complete and current picture of industry thinking and sentiment
- Development of integration and delivery plans for new technologies, both as ancillary add-ons to existing Bute projects and for new pipeline projects
- Day-to-day lead on the management of corporate finance and industry relationships
- Production of timely materials and documents to a high standard for both internal and external reporting and strategy use
- Comprehensive, diligent and accurate production of business plans and underwriting materials to support new project assessment and delivery
- Carrying out of research and market assessment as a feed-in to wider strategy reviews and formulation across the business

General:

- The above responsibilities are neither exclusive nor exhaustive and the incumbent may be called upon to carry out such other appropriate alternative or additional duties as may be required, which are within their capability and competence.





Knowledge & Skills:

- An experienced and appropriately qualified professional with a proven track record of success within a similarly challenging role
- Financial modelling experience, with an ability to undertake strategic assessments alongside financial analysis
- Strong communication and networking skills, with an ability to build relationships across commercial and technical disciplines
- A passion for renewable energy and sustainability, with an appetite to translate that into strategies that contribute to the UK energy transition
- Exceptional stakeholder management skills with the ability to drive business initiatives forward and to embrace change, efficiencies, and new innovations
- Extremely strong commercial acumen with the skills to lead on commercial contracts and negotiations
- A good strategic thinker who can assess situations quickly and will resolve issues confidently and decisively
- Highly numerate with strong analytical skills
- Intellectually curious with a broad business skillset
- Resilient: remains calm and effective under pressure
- A proactive self-starter
- Someone who is passionate, determined and who is looking for an opportunity to make their mark

Experience & Qualifications:

- Transactional experience within an investment/consulting/development business is essential
- Experience in market analysis and business planning of new strategic initiatives
- Renewable sector experience is not an essential requirement but is a clear advantage
- Experience in working with a Board, building their confidence in the commercial function, and processes/controls
- Experience in playing a lead role in increasing commercial competitiveness by constantly challenging business performance assumptions/ norms
- A relevant professional financial qualification (CA, CFA, MBA, etc)

Diversity and Inclusion:

Bute Energy is an equal opportunities employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status or disability status.



Remuneration:

Attractive package commensurate with background and experience required for the role. For more information on remuneration please contact Sophie Randles, Director at Livingston James.

Contact details are as follows: T: 07432480922 or E: sophierandles@livingstonjames.com

The Recruitment Process:

The search and selection process of this assignment is being managed by advising consultant, Sophie Randles, Director at Livingston James.

Selected professionals will then be invited to interview with selected shareholders and stakeholders. There will be three stages to this process. If requested, psychometric assessment will be utilised through the process for which additional guidance will be provided.

All third-party applications, enquiries and direct approaches to Bute Energy will be referred to Livingston James.