



Head of Business Development / Managing Director New-Zealand (M/F)

About Neoen

Neoen is one of the world's leading independent producers of exclusively renewable energy. Neoen has 5.4 GW of solar, wind and storage capacity in operation or under construction in Australia, France, Finland, Mexico, El Salvador, Argentina, Ireland, Portugal, Jamaica, Mozambique, and Zambia. The company is also active in Croatia, Ecuador, Italy, Sweden, and the USA. Neoen's flagship assets include France's most powerful solar farm in Cestas (300 MWp), and two of the world's largest lithium-ion batteries: Hornsdale Power Reserve (150 MW / 193.5 MWh) and Victorian Big Battery (300 MW / 450 MWh), in Australia.

A player in the fight against global warming and the energy transition, Neoen's mission is to design and implement the means to produce the most competitive renewable electricity, sustainably and on a large scale. As a responsible company whose long-term vision is reflected in a strong and sustainable growth strategy, Neoen is targeting more than 10 GW capacity in operation or under construction by end of 2025.

Neoen (ISIN Code: FR0011675362, ticker: NEOEN) is listed in Compartment A of the regulated market of Euronext Paris.

For more information: www.neoen.com

Role purpose

Our **International Development Department** is looking for a person who will be in charge of the development of Neoen in New-Zealand.

You will lead the development of a portfolio of wind, solar and storage power projects, with a focus on identifying the site and contracting the land, and on securing the way to market of the projects until construction starts. This role would involve the management of a team of project developers.

You will have direct responsibilities on development team from identifying the site, securing lands and permits, looking for ways to market (Corporate PPAs, tenders...), structuration of projects and until construction starts. You will manage partnerships and MnA opportunities.

Your main responsibilities will be:

Project Identification

- Identify and develop several greenfield projects, securing land lease agreements and connection rights, consultation with various local stakeholders ; controlling the development of projects in all the aspects
 - Monitoring studies
 - Coordination of all the parties involved in the projects (consultants, advisors, local authorities, grid companies, suppliers, etc.)
 - Manage the interconnection and permitting process
- Find possible partners and develop partnerships agreements to grow faster
- Review existing business opportunities through MnA, mainly on greenfield projects developed by other companies
- Define and execute Neoen's way to interact with the landowners and stakeholders in order to develop a long-term relation based on trust and local benefits

Project offtake securing

- Search PPAs or tenders opportunities to ensure a route to market for the projects
- Ensure the offtakes allow efficient structuring of the project in close link with other streams (permits, procurement, financing...) so that the project can reach construction in a timely way

Internal coordination and reporting

- Maintain and increase the project development momentum by using your natural leadership, while keeping key stakeholders involved, informed, and motivated (e.g., Neoen internal teams, partners, consultants, off-takers as well as other stakeholders involved)
- Ensure concise, clear, and decision/action-oriented reporting of development
- Share experience and ideas with the other Neoen's offices in order to facilitate growth or bridge any cultural gap

Communication and external representation

- As the local representant of Neoen in New-Zealand you will represent the company. You will interact with the different stakeholders, Governments, and industry to build long term relationship and ensure Neoen is a prime partner. You will be responsible of external communication in New-Zealand within the corporate guidelines of Neoen and in close link with the headquarter
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Management

- Participate to the strategy of the company to ensure a smooth development in line with the global strategy and the New-Zealand market specificities. You will implement the strategy to grow the business. It will require to grow the team, and support their professionalization, in link with HR and the different function managers
- Support the other teams in New-Zealand by providing leadership, ensuring teamwork, coherence, and coordination, both in New-Zealand and with the other Neoen's offices
- As a senior manager you will ensure adherence to Neoen' values, and develop the team spirit, increase motivation and ensure Neoen New-Zealand is a nice place to work in

This Job description is not exhaustive and may evolve as the company and the required task grow.

Expected qualities

- Balancing an autonomy of decision and action with close communication with the other departments in Australia as Procurement, Financing and Competence center
- Contracting and managing "external" teams of consultants, experts, sub-contractors etc.
- Embedding strategic thinking with a hands-on approach of actual fieldwork, as well as combining analytical and excellent interpersonal skills
- Preserving entrepreneurial spirit, resourcefulness and initiative in all circumstances
- Leading the submission of offers in the case of public or private tenders
- Support the Construction and Asset management teams during the initial phases of the performance of the services

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Profile

- Master's degree in engineering or business administration, with specialisation in renewable energy, environment or project management
- 10 to 15 of work experience in similar tasks with at least 5 years of work on the New-Zealand market
- Good understanding of dealing with local councils, relevant authorities, offtakers and lenders
- Solid analytical skills, strong adaptability, efficiency
- Strong motivation to work in a complex environment; you are organized, open-minded and able to work independently; you are capable of working on several projects in parallel
- Social skills, excellent oral and written expression
- Dedication to Neoen's core values: team spirit, audacity, commitment and integrity
- Leadership

Conditions

- Permanent contract
- Based in New-Zealand, most likely in Auckland
- Starting date: as soon as possible

Please send your application to Garth Heron, Head of Development at garth.heron@neoen.com