

Green Power

Job Description

POSITION:	Strategy & Business Development Director
REPORTING TO:	Severn Trent Green Power Managing Director
RESPONSIBLE FOR:	Leading the strategy & business development team to deliver tangible growth via organic & inorganic growth, partnerships and innovation.
LOCATION:	Radford (Oxfordshire) or Coventry

The Company

Severn Trent Green Power (STGP) is a subsidiary of the FTSE 100 listed company Severn Trent plc.

Severn Trent Green Power own and operate nine market leading food waste and crop recycling anaerobic digestion facilities across the UK. As a leading processor of organic waste, Severn Trent Green Power recycles food waste from over 50 local authorities, food manufacturers, brokers, and retailers, converting their food waste into renewable energy. It also operates 33 solar farms, 6 wind farms and 5 hydro electric power plants.

The company strategy is to continue strengthening its place as a market leader in the recycling of organic wastes, and generation of renewable energy. This will be achieved by originating and delivering organic and inorganic growth, as well as identifying opportunities for partnerships and other sector innovation. It will also be achieved by expanding the portfolio of local authority and commercial food waste customers, whilst retaining existing contractual relationships.

We care deeply about making a positive impact on our environment and strive to support our customers to achieve the same. We have some really big commitments to our customers, our environment, our society and our colleagues that we know, can only be achieved through our inclusive, energetic and dynamic culture.

The Strategy & Business Development Director is a critical member of the Severn Trent Green Power Executive Team, with full responsibility and freedom for injecting new and different ways of thinking and making our growth plans a reality. It is a hugely exciting time to be joining us as we look to capitalise on our recent 2021 industry award of 'Organics Recycling Business of the Year' to take our business to the next level and to continue driving the transition to a net zero and sustainable economy.

ROLE SUMMARY

- **STGP GROWTH**
 - Keep pace with as well as influence external market policy and direction, for the good of STGP.
 - Analyse, define and set the overarching company strategy for STGP, covering both our renewables and our organics recycling businesses.
 - Identify and assess concrete organic and inorganic growth options that deliver our strategy.
 - Scout for and secure opportunities for external partnerships and other innovation opportunities.
 - Develop rigorous business cases that underpin investment in our strategy.
 - Lead and oversee execution of our strategy and of our growth opportunities, including associated business and operating models for STGP.

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- Ensure strong working relationships with the relevant Severn Trent Group functions.
- STGP Land & Planning
 - Lead STGP's small team of land, planning and surveying specialists.
 - Ensure all future growth is underpinned by a robust and contractually sound land strategy that maximises value and long-term security for STGP.
 - Help resolve and identify solutions to existing land & planning matters.
- STGP LEADERSHIP
 - Lead, motivate and help develop a direct team of ~6 employees
 - Form a critical and active part of the STGP Executive Team, working as a team for the good of STGP and driving and living our values and culture.
 - Provide leadership across the business and ensure a fully coordinated operations between Strategy & Business development, Operations, Commercial, Compliance, HR and Finance.
 - Play an active and direct role in embedding a strong Health & Safety culture across STGP, ensuring focus on both physical and mental health.

HERE'S WHAT OUR IDEAL CANDIDATE LOOKS LIKE

Essential Experience

- Proven first-class leadership skills that can successfully create, inspire and lead.
- Track-record of identifying new ideas, opportunities and ways of thinking and making them a reality.
- Experience of building, developing & leading successful teams.
- Proven strategy development experience.
- Proven ability to originate, execute and deliver growth projects.
- Rigorous analytical and strategic approach.
- Ability to form strong working relationships, collaborations and strategic alliances both internally and externally.
- Proficient in using analytical tools and techniques.
- Full UK driving license.

Preferred Experience

- Experience of running a Strategy & Business Development team.
- Previous membership of a Senior Leadership Team.

Capabilities

In order to succeed in this role, it is expected that you will be able to:

- Be resilient, confident, enthusiastic and influential.
- Work as a team player, seeking to bind and gel STGP together into a focussed direction.
- Excellent inter-personal skills in areas such as teamwork, facilitation and negotiation.
- "Big picture" strategic thinking and enjoy hands-on detailed analysis.
- Communicate excellently and confidently to different groups in verbal and written form, including ability to simplify complex topics at different levels of detail.
- Manage a high volume of complex and interrelated issues involving regulation, market trends, people, plant and sites.
- Perform highly against our STGP values and leadership model.
- Be creative and curious, seeking to disrupt established thinking so that we can find new sources of growth and value.

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Severn Trent Green Power Values

We are passionate about building our thriving company so that we live and breath our values every single day. We are therefore looking for candidates who can embrace and can feel fully connected to the following:

- We deliver what we promise
- We are passionate about what we do
- We care for the health, safety and wellbeing of each other and of our families
- We support each other as one Severn Trent Green Power team
- We create a diverse and inclusive environment
- We love creativity & innovation