
POSITION:	Strategy Business Development Manager
AREA	Strategy and Development
REPORTING TO	Strategy and Business Development Lead
LOCATION:	Flexible with expectation to work average 2 days per week from STGP office locations Midlands/Oxfordshire

ROLE SUMMARY:

Severn Trent has clear commitments to becoming Net Zero by 2030 and STGP has a central role to play in delivering this. Accordingly with the support, scale and resources of the parent company STGP is now entering into a new growth phase and is therefore seeking a Strategy Business Development Manager to help us achieve our vision and shape our future growth trajectory.

If you wish to accelerate your career with a secure business in the space of sustainability and renewable energy that has good career progression prospects, then it is a hugely exciting time to be joining us.

We are determined to capitalise on our recent industry award of 'Organics Recycling Business of the Year' and 'Net Zero Award', to take our business to the next level and to continue powering the transition to a circular sustainable economy.

Reporting to the Strategy and Business Development Director this full time role is a critical member of the Severn Trent Green Power Strategy and Development team, with full responsibility and freedom for injecting new and different ways of thinking and making our growth plans a reality.

KEY ROLE RESPONSIBILITIES:

- Scout for and secure opportunities for external partnerships and other growth and innovation opportunities.
- Manage key client relationships and develop a pipeline of ambitious growth opportunities.
- Support and lead the negotiation and follow up of private wire/virtual PPA contracts
- Stay up to date with market information, including competitor benchmarking
- Work closely with senior leadership team to influence and develop innovative approaches relating to strategic business needs.
- Produce business cases to develop opportunities for growth and/or reduction in carbon footprint
- Manage strategic projects from concept through to delivery
- Analyse data and preparing visual outputs of results in an engaging and meaningful way.

REMUNERATION & BENEFITS:

- Competitive Salary
- Car Allowance
- 25 days holiday + 8 Bank holidays with the option to purchase additional leave
- Annual company bonus scheme (linked to key performance indicators)
- Company pension scheme
- Occupational health cover

Green Power

- Comprehensive flexible benefits scheme including Gymflex, Electric car salary sacrifice scheme, Dental and Critical Illness Insurance and our Technology Scheme where you can spread payment for a variety of Technology purchases
- Sharesave scheme - A chance to save up to £500 per month for three or five years, with the option to buy Severn Trent Plc shares at a discounted rate

HERE'S WHAT OUR IDEAL CANDIDATE LOOKS LIKE

Essential Experience

- Able to identify & evaluate opportunities leading to successful projects
- Understanding of the energy market
- Motivated to fully own delivery of concrete growth projects
- Ability to form strong working relationships
- Rigorous analytical and strategic approach
- Strong Microsoft Excel and PowerPoint skills
- Full UK driving license.
- Willingness to travel

Preferred Experience

- Experience of commercial deal origination and execution
- Working knowledge of various renewable technologies, including AD, CHP, Wind, BGTG and Solar
- Knowledge of renewable incentive schemes such as ROC, FiT, RHI and RTFC

Capabilities

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

- Passion for sustainability and the environment.
- Passion for finding and delivering commercial opportunities and new business models.
- Be resilient, confident, enthusiastic, and influential.
- Be an effective team player
- Communicate excellently and confidently to different groups in verbal and written form
- Strong analytical approach and a high level of competency in Excel.
- Be creative and curious, seeking to disrupt established thinking so that we can find new sources of growth and value.