

BUSINESS & PROJECT DEVELOPMENT DIRECTOR - Energy from Waste (Spain)

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Company: SUEZ

Location: Spain

Category: other-general

Type of contract

WHO WE ARE

SUEZ is a major player in environmental services. For almost 160 years, SUEZ has supported local communities and industrial companies in the management of essential services such as water, waste, and air quality. As such, SUEZ produces drinking water for 66 million people worldwide, recovers 2 million tons of secondary raw materials per year, and generates TWh of renewable energy from waste.

You will join SUEZ Europe & Central Asia, a Business Unit (BU) looking to achieve significant growth in its Water and Waste activities in the countries selected in the Group's strategic roadmap for the medium-term plan. The ambition is strong, but the BU wants to develop its activities notably in the following countries (Poland, Czech Republic, Denmark, Serbia, Uzbekistan and Spain). However, we also need to keep a close eye on the market, so that we can potentially develop in other countries in the region.

WHO ARE WE LOOKING FOR

As part of the development of the Recycling and Energy from Waste business, we are looking for a Project & Business Development Director (permanent contract) to take in charge the development projects in this business, for both household and industrial waste (international tenders, acquisitions or setting up merchant plants).

The Project & Business Development Director - Energy from Waste will manage projects in

the pre-feasibility, feasibility and bid phases. He/she will carry out strategic country, business, or cross-functional analyses (CO2, etc.). He/she will be the point of contact with the BU, customers, and partners in the various countries.

We have offices in Barcelona, Bilbao, Alicante and El Ferrol, even if we are open the candidate can work from other locations.

- Define a solution:

- In line with the customer's expectations as defined in the project strategy

- Technically relevant, given the constraints involved

- Economically competitive (affordable and bankable)

- Lead feasibility studies, bids or acquisitions:

- Identification and management of BU or Suez business experts

- Coordination of external resources, consultancies & partners.

- Monitoring project operations. Leads the project steering committee

- Production of the operational and financial BP with the financial division manager.

- Structuring the project:

- Define the contractual framework for the project with partners and customers (allocation of risks, distribution of services)

- Negotiate the contractual documents (shareholder agreement, PPA, EPC contract, etc.)

-Present strategic analyses:

- Country and/or business analyses in relation to BUs and BLs

- Cross-functional analyses (CO2 impact, lookback, etc.)

Evaluation and monitoring of the R&R project pipeline

Which skills and experiences you will need to succeed in this role?

- + 10 years' experience in Project management and business development roles in the infrastructure sector and ideally in the service sector. Experience dealing with big corporates.

- Mastery of different business models and legal frameworks for waste infrastructure projects (merchant, BOT, EPC, PPA, etc.).

- Legal knowledge for structuration and prepare preliminary agreements to negotiate, commercial law knowledge.

- Project management / waste offering in all its technical, contractual and economic aspects.

- English is a must, both written and speak

- Strong business acumen and highly developed communication, negotiation, relationship skills

and team spirit.

·Willingness to work in a cross-cultural environment and travel frequently

·Able to work independently in a fast-paced work environment

BU: Water Division - Water Europe & Central Asia (except France)

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