

Senior Business Development Manager

Job Requisition	JR805255 Senior Business Development Manager (Open)
Job Family	BD GRO-4
Start Date	09/02/2022
End Date	09/20/2022
Primary Posting	No
External Posting URL	https://capitalpower.wd10.myworkdayjobs.com/External/job/Calgary-AB/Senior-Business-Development-Manager_JR805255
Description	A little about Capital Power

Capital Power (TSX: CPX) is dedicated to powering a sustainable future for people and planet. Headquartered in Edmonton, Alberta, we're a growth oriented North American power producer that creates innovative electricity solutions to electrify the world reliably and affordably while protecting the planet for future generations. We're passionate about our employees and place their entire wellbeing at the center of our people strategy. We are proud to foster a culture that values diversity, equity, and inclusion; recognizing this is paramount to help grow our company and reach our net carbon neutral by 2050 goal. We're proud to foster an inclusive environment where employees are empowered to be their best, make meaningful contributions and go home safe every day.

Your Opportunity

One Permanent Full Time Position.

Capital Power Corporation is currently seeking an innovative and results-oriented individual to join our Business Development team.

Reporting to the Director, Business Development Canada, the Sr. Business Development Manager is responsible for Canadian greenfield (new) developments, acquisitions, mergers, and divestitures that meet or exceed Capital Power's annual committed capital growth and financial targets. This includes the negotiation of agreements, project permitting, and the preparation and presentation of business cases to senior management and the Executive. From origination to the Board approval, and thereafter, the Sr. Business Development Manager will continue to commercially lead a project up to the commercial operation stage. The Sr. Business Development Manager will also provide regional market and specialized knowledge in the review and due diligence of projects.

You will contribute to our team by

- Identifying, evaluating and managing business development opportunities for generation projects in Canada, including development of greenfield generation assets, and the acquisition of existing facilities or advanced development projects.
- Sourcing, prospecting and identifying power development investment opportunities in line with Capital Power objectives.
- Leading, managing, and integrating functional input from internal and external subject matter experts to evaluate and optimize complex acquisition opportunities, and to complete processes to bring development projects to readiness for construction.
- Identifying and documenting key risks, mitigation plans, and opportunities on business development projects that can have a significant impact on project schedule, cost and

company results for the economic life of the project.

- Leading and guiding decision-making for project design and permitting including coordinating the efficient use of available project area and stakeholder, regulatory, and environmental constraints.
- Serving as the key decision-maker and problem solver on land and title issues, negotiating with landowners and works with stakeholders, some of whom can be opposed to the project.
- Negotiating with third parties to reduce project risks and add value to the company's investment.
- Preparing documents, presentations, and other materials for Senior Management and the Board of Directors, including project investment recommendations in line with corporate screening criteria.
- Building and maintaining strong relationships vertically and horizontally within Capital Power and with relevant industry, government and key stakeholder contacts to achieve business development plans and targets.
- Identifying the necessary budget requirements to deliver on assigned projects and strategic initiatives.
- Providing input to the Director, Business Development Canada on business plans and directions, and ensuring an appropriate understanding of the Capital Power and Business Development strategy.
- Establishing, monitoring, measuring and reporting performance metrics.
- Developing and implementing a regional and area specific business development/growth strategy based on the local market, policy and future needs.
- Ensuring compliance with all commercial, contractual, and legal obligations under leases, regulatory permits, and compliance requirements for projects up to commercial operation date.
- Providing development opportunities and mentorship to business development managers through on-the-job work and through coaching and training.

What you will bring to the role

Education:

- Undergraduate Degree in Engineering, Economics, Finance or related field.
- Education equivalency may be considered.

Experience:

- 5+ years of related experience in business development.
- Experience working the energy industry.
- Knowledge of energy markets in Canada.

Working Conditions:

- Hybrid Office/Work from home position.
- The role requires travelling to project sites up to 25% of the time.

Additional Details

In order to be considered for this role you must be legally eligible to work in Canada.

The successful candidate for this position will undergo an education verification, reference checks and criminal record check.

Capital Power employees that refer a successful candidate for this position are eligible for a **\$1500** Referral Reward!

We offer a highly flexible benefits and wellbeing program, comprehensive onboarding and training, and various development opportunities to support your success and personal growth.

How To Apply and Next Steps

Capital Power only accepts resumes via online application at www.capitalpower.com/careers. If you choose to submit your resume by any other means, we cannot guarantee that your application will be considered for vacancies.

Applicants with disabilities who require a reasonable accommodation to complete their application can request accessible formats, communication support, or other accessibility assistance by contacting careers@capitalpower.com.

Capital Power is committed to providing a fair and transparent hiring process. We recognize and embrace the value of diversity and hire employees with the appropriate skills, experience and knowledge for each position.

Thank you for taking the time to apply and expressing interest in powering a sustainable future with Capital Power! We wish that we could personally respond to everyone who applies; however, it is our practice to contact only those individuals selected for interviews.

Worker Sub-Type	Permanent
Location	Calgary, AB
Time Type	Full time
Locations	Edmonton, AB
Supervisory Organization	Business Development Canada