



Position title:	Project Land Developer
Department:	Development
Team:	Origination
Reports to:	Head of Origination
Direct reports:	N/A
Location:	Flexible
Document review date:	December 2023

### Role overview

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This is a role that is central to the success of Tilt Renewables’ strategic ambitions. It is an opportunity to play a critical role within a leading Australian renewables business to help drive the energy transition in Australia.

Tilt Renewables’ Project Land Developers will lead our engagement with landowners to support the development, construction and operations of our renewable projects and supporting infrastructure. Our Project Land Developers will drive the relationships, development and negotiation of key agreements with landowners such as:

- Project Investigation Agreements
- Land Option Agreements
- Lease or purchase agreements

As a Project Land Developer, you will be regularly in the field meeting with landowners and key stakeholders representing the Tilt brand and instilling our vision and values in your engagement.

### Key Accountabilities

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The key accountabilities may include (but are not limited to):

- **Engagement with landowners:** Establishing and/or maintaining relationships with project landowners needed to deliver to Tilt Renewables’ development projects throughout the project lifecycle.
- **Contract negotiation:** Leading and coordinating all aspects of land owner agreement development, negotiation and close-out with support from project development and legal teams in accordance with Tilt commercial framework and risk principles
- **Health, safety and environment:** Ensure all company HSE policies are adhered to in own work and are included in land access, engagement and travel. In particular the development of Site Access Plans

### Key Relationships

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This role will work closely with:

Tilt Renewables stakeholders:

- Development Managers and Development teams
- Stakeholder engagement team
- Legal Team
- Corporate Finance

External stakeholders:

- Legal and technical consultants needed for contract development

### Skills and Experience

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- Experience in a land acquisition or leasing role with preference for experience in the renewable energy or energy infrastructure.
- Knowledge and understanding of agricultural and rural business requirements.
- Strong relationship management and negotiation skills with demonstrated track record of securing landholder agreements (e.g. option to lease, option to purchase, transmission and access easements etc.) for energy or infrastructure projects in rural and regional Australia.
- Basic knowledge of property law and experience liaising with landholder legal representatives an advantage.

### Qualifications

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- Qualifications in a Real Estate, Property Development or Agricultural related discipline (preferred not essential)
- Full Drivers Licence

### Key Competencies and Capabilities

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<b>Capabilities</b>	<b>Competencies</b>
<ul style="list-style-type: none"><li>• Regular domestic travel to site locations across Australia</li><li>• Occasional work outdoors in potentially harsh conditions</li><li>• Driving long distances required for remote site visits</li></ul>	<ul style="list-style-type: none"><li>• Collaboration</li><li>• Customer Focus</li><li>• Drives Results</li><li>• Plans and aligns</li><li>• Communicates effectively</li><li>• Ensures accountability</li><li>• Instils trust</li></ul>

### About Tilt Renewables

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Tilt Renewables aims to be the leading developer, owner and manager of renewable energy generation assets in Australia. With 1.7 GW of Operational Assets and a pipeline of over 5GW we are well positioned to achieve this.

We are proudly Australian with strong brand recognition known for developing and operating, high quality assets in Australia with a long-term owner's perspective. With a significant pipeline of development opportunities, we have an appetite for growth.

Our approach is to adopt a pragmatic view of the development, asset operation and energy market functions focussed on optimising customer, investor, employee and community outcomes. This requires agile and effective decision making and outstanding execution of opportunities.

Credibility in the eyes of our investment stakeholders as well as strong relationships with our customers, key suppliers, contractors and the communities we operate in are critical to Tilt Renewables' success. Tilt Renewables has corporate offices in Melbourne and Sydney and a rapidly growing capable team of approximately 100 employees who are able to apply themselves to any issue or opportunity, regardless of functional structure.

We are committed to a customer centric renewable energy solution, building on our enviable track-record, experience, and reputation.

### Our Vision

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Our vision ***to drive the transition to renewables through everything we do*** focuses on us helping create the world we want to be part of and to look for those opportunities in everything we do.

### Our Values

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Developed by our team to reflect what matters most to us, our values are simple, unequivocal, and focused on how we generate a difference – for our business, for our people, for our investors and for the communities we work with.

**We are People Powered | We Get It Done | We Lead**

### Our Investors

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Tilt Renewables has three key investors:

- Future Fund (40%),
- QIC (40%); and
- AGL (20%)