

Position title:	Commercial Advisor
Department:	Development
Team:	Commercial
Reports to:	Head of Commercial
Direct reports:	N/A
Location:	Melbourne
Document review date:	August 2024

Role overview

Reporting to the Head of Commercial, this role will have a hands-on approach to the achievement of shared targets, supporting the procurement and contracting of key renewable energy projects which will enable financial close and the commencement of construction.

This role together with the Commercial Development Team, will ensure an optimal procurement approach for the projects which will cover major equipment supply and installation, civil and electrical balance of plant, and grid connection works. Ensuring effective tendering process as well as developing strong relationships with leading suppliers and contractors will be key to this role.

Key Accountabilities

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

- Pre-Tendering:** Regular interaction with development team colleagues and staying informed on project development timelines and activities including project engineering & design and environmental & planning approval processes; Pre-qualification (i.e. safety record, financial analysis, performance track record etc.) of OEM's and BOP contractors prior to release of tender documents; External monitoring, industry networking and liaison with external advisors to keep track of market trends in respect of project costs, contract structures and risk profiles.
- Tendering:** Support the preparation and release of tender packages for selected projects and selected scopes of work including major equipment supply, civil & electrical balance of plant, and plant operation & maintenance; Regular contact with tenderers during tender response period to check on engagement, answer questions, and ensure timely, complete, and high-quality tender submissions; Support a timely and well-structured review of tender submissions using pre-prepared assessment tools and templates and involving relevant development team colleagues and subject matter experts.
- Financial Close & Handover:** Circling back with OEMs, BOP Contractors, and TNSPs as necessary to amend or update contracts to accommodate requirements of the lenders; Assistance with preparation of board packs necessary for equity final investment decision (FID); Provide ad-hoc contract interpretation and administration support to project construction team members as required during the project construction phase and apply feedback and lessons learned from these interactions to future projects in procurement and contracting phase.
- Financial Management:** Ensure all company cost control and financial management policies are adhered to as relevant to role.

Support project tendering and contract negotiations with a mindset of achieving best value for Tilt Renewables whilst acknowledging counterparties also need to make a sustainable return to successfully deliver projects.

- **Stakeholder Management:** Networking and engagement with external stakeholders including OEM's and BOP contactors to promote Tilt Renewables business and build interest in bidding for Tilt Renewables projects; Networking and engagement with relevant Transmission Network Service Providers (TNSPs) to build relationships and ascertain grid connection options and indicative costs; Consultation internally with colleagues at Tilt Renewables including the development team on preferred procurement strategy, structure and timing of each project.
- **Business Planning and continuous improvement:** Support of business planning and continuous improvement activities.
- **Contract Negotiation:** This role will work with senior members of the team, to negotiate contract implementing commercial processes including Early Work Agreements, Grid Connection Agreements, Turbine S&I and BoP Contracts.
- **Health, Safety & Environment:** Ensure all company HSE policies are adhered to in own work and included in project tendering and contract negotiation processes with external parties.

Key Relationships

This role will work closely with:

Tilt Renewables stakeholders:

- Development team and Project Leads
- Delivery team
- Operations team
- Corporate Finance and Financial Planning and Analysis teams
- Customer & Energy Markets team
- External stakeholders:
 - OEM's and BOP contractors
 - Transmission Network Service Providers

Skills and Experience

- +3 years' experience in procurement and supply chain roles and/or project managing business processes with demonstrated commercial, contractual and business acumen capabilities.
 - Preferred 2-3 years direct experience with a project developer, utility, OEM, construction contractor or related field performing procurement and contracting roles, ideally for renewables energy projects.
 - Experience within the energy or similar sector with responsibility for the tendering and agreement of key project contracts and commercial agreements.
 - Experience in coordination and process management of projects, liaising with stakeholders to ensure they stay informed throughout the process.
 - Ability to support multiple tendering and project processes simultaneously, coordinating document control and record keeping.
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Qualifications

Minimum graduate level degree in Engineering, Finance, Law or other relevant qualification.

Key Competencies and Capabilities

Capabilities	Competencies
<ul style="list-style-type: none">• Occasional domestic travel to other office, project, site locations• Occasional work outdoors in potentially harsh conditions• Driving long distances required for remote site visits	<ul style="list-style-type: none">• Collaboration• Drives Results• Plans and aligns• Communicates effectively• Problem Solver• Ensures accountability• Instils Trust

About Tilt Renewables

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 can 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

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

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

Tilt Renewables has three key investors:

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