

## DIRECTOR OF PARTNERSHIPS, VANCOUVER, BC

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### Creative Energy Overview

Recognized as a leader in innovative energy solutions, Creative Energy designs, builds, owns and operates sustainable district energy systems across Canada.

Creative Energy's team has a client-focused, community-vested approach to projects that deliver outstanding quality and service while providing tangible value for continued growth.

In addition to owning and operating one of Canada's largest thermal networks in downtown Vancouver, we provide value to developers, landowners, end-users and the broader community through flexible thermal and electrical neighbourhood energy systems. Our projects focus on innovation, resiliency, and sustainability, and span across a broad spectrum of technologies including geo-exchange, ocean-exchange, cogeneration, microgrids, solar PVs, biomass and sewer heat recovery.

Serving Canadian's for over 50 years with an energy reliability rate of 99.99%, our recent expansion into Toronto creates an exciting opportunity to develop the new Mirvish Village district energy system and microgrid, while helping to establish Creative Energy's carbon-free platform in the Greater Toronto Area (GTA).

### Role Overview

This role blends sales expertise, technical experience, relationship management, and ability to develop value propositions and negotiate agreements into one opportunity. We're looking for a high-energy individual to join our team as the Director of Partnerships in Vancouver, BC, to drive growth of our downtown-core district energy system, and support development of new district energy systems across the province. The successful candidate must be able to lead pursuits for new developments, lead marketing efforts, strengthen existing relationships, and create new partnerships.

The ideal candidate will be an Engineer with a background in thermal energy, building design, and/or sustainability; experience developing business within real estate and asset management space, an interest in marketing, and a drive for innovation. District energy experience is an asset.

### Key Responsibilities

The successful applicant will be responsible to drive the expansion growth of our downtown-core district energy system; this will entail connecting new buildings to the system and working with existing customers to transition them onto a low-carbon district steam supply. The successful candidate will also support the growth of our new developments outside the downtown core, and must be able to work closely with developers, consultants, contractors, municipalities, and the Creative Energy team. Duties include:

- Sustaining and growing sales within the region working collaboratively with the projects, engineering, and accounting teams to achieve defined operational performance metrics.
- Developing and maintaining a robust pipeline of prospective clients and opportunities

- Marketing, business development, and maintaining a strong presence within the local sustainability, engineering, and development community as an ambassador for Creative Energy
- Evaluating technical and financial feasibility of prospective client connections and projects
- Arrange customer meetings, develop value propositions, and lead the sales process through due-diligence and commercial agreements
- Other duties as assigned

## Qualifications

- Degree in Mechanical Engineering (or similar)
- 10+ years relevant work experience
- Exceptional interpersonal skills, able to collaborate with colleagues, project teams, customers and external stakeholders
- Sales, Marketing and Business Development experience and expertise
- Excellent written and oral communication skills
- Demonstrated contractual negotiation capability
- Solid time management, organizational and planning skills
- Experience engaging with project stakeholders to ensure seamless delivery of critical outcomes
- District Energy experience and a Professional Licence is an asset

## Interested?

If you are interested in joining us, please submit your resume and cover letter to [careers@creative.energy](mailto:careers@creative.energy).