

## Commercial Development, Senior Manager, Toronto ON or Vancouver BC

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### Creative Energy Overview

Creative Energy (<http://creative.energy/>) owns and operates one of the largest district energy systems in North America. Since 1968, we have been delivering outstanding customer service with a 99.99% reliability record. Today, our original plant in downtown Vancouver serves over 215 customers across more than 45 million square feet of connected real estate. Creative Energy aims to bring low-carbon energy to cities across North America and is currently developing over 15 new low-carbon district energy projects with a range of innovative technologies including ocean-exchange, geo-exchange, sewer-energy recovery, solar PV, and microgrids, and has offices in Vancouver, Toronto, and Seattle.

Creative Energy designs, builds, owns, operates, finances, and maintains sustainable neighborhood scale energy systems with an unwavering mission to instigate massive reductions in GHGs from the cities in which we operate in. We know what it takes to build and operate the next generation of infrastructure to help our cities meet their energy, climate, and resiliency objectives.

### Position Overview

Reporting to the Vice President of Development, the Commercial Development, Senior Manager will play a crucial role in driving business growth and support new district energy development opportunities by , optimizing energy economics, securing government funding, and fostering strategic partnerships.

Responsibilities include but are not limited to:

- Monitor, identify and secure government funding and incentives to support business growth in both the US and Canada, across all levels of government, and their affiliates.
- Develop high-quality financial models for project evaluation, options & alternatives analysis, and energy rate design and estimates, in partnership with the Finance team.
- Model publicly available utility tariffs to integrate with our financial and engineering models, in some cases on an hourly basis.
- Supporting transaction structuring and execution, ensuring alignment between agreements, stakeholders, financial models, and customer economics.
- Identify and develop business opportunities with prospective clients and supporting the broader team in converting opportunities into successful transactions.
- Collaborating with cross-functional teams, including development, engineering, finance, and operations, to ensure successful deal execution.
- Monitor industry trends, competitor strategies, and market conditions to inform decision-making.
  - Optimize accounting and tax treatment to maximize financial performance, including understanding balance sheet impact on public sector counterparties such as colleges and hospitals and integrating recent Investable Tax Credits (ITC) available for renewable energy projects into financial models.

### Qualifications

The ideal candidate will be a financially savvy energy enthusiast with a growth mindset and a passion for deal-making. This role requires a proactive and strategic mindset, as well as the ability to work effectively with both internal and external stakeholders. Additionally the role requires:

- A university degree in Business, Finance, Economics, or related field.

- Professional designation (CPA, CFA, CBV) or MBA an asset.
- Minimum of 7 years of experience in commercial development, finance, or a related field.
- Strong understanding of the renewable energy sector and its financial aspects.
- Proven track record of securing grant funding and incentives.
- Experience in financial modeling and analysis, ideally within the energy, infrastructure, or real estate sector.
- Excellent interpersonal, communication, and negotiation skills.
- Ability to think strategically and creatively, with a focus on growth and financial success.
- Self-motivated, results-driven, and able to work both independently and as part of a team.
- Willingness to travel as needed to support business development activities.
- Excellent written and oral communication skills, with the ability to distill complex matters with precision and persuasion to a depth appropriately targeted to varied audiences.
- Knowledge and experience in renewables, utilities (both regulated and unregulated), private equity, and real estate is an asset.
- Knowledge of ASPE, IFRS and US GAAP is an asset.

## What to Expect

- Competitive salary
- Comprehensive benefits package including an RRSP matching program
- Collaboration with a nimble team geared towards hyper growth in a purpose-driven and sustainability focused company
- Opportunity to work on high-profile, large-scale development projects within an entrepreneurial organization using cutting-edge technology
- Flexible working hours with offices located in Toronto and Vancouver's downtown core

## Interested?

If you are interested in joining us, please submit your resume to [tara.parry@roberthalf.com](mailto:tara.parry@roberthalf.com). Only eligible candidates currently based in Canada will be reviewed. Only qualified candidates will be contacted.