

DIRECTOR OF DEVELOPMENT

TORONTO

About Us:

Recognized as a leader in innovative energy solutions, Creative Energy designs, builds, owns, and operates sustainable district energy systems across Canada and parts of the US. Our 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 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, and sewer heat recovery.

Serving Canadians for over 55 years with a reliability rate of 99.99%, we're developing more than a dozen new low-carbon district energy systems across North America, including the revitalization and decarbonization of our downtown Vancouver steam plant which will be one of North America's largest thermal fuel-switch projects and provide downtown Vancouver with renewable energy infrastructure for decades to come.

Successful applicants can expect a competitive salary and comprehensive benefits package, as well as an opportunity to work on high-profile, large-scale development projects within an entrepreneurial organization using cutting-edge technology.

The Opportunity:

This role blends sales expertise, technical experience, relationship management, and the 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 Development in Toronto, ON, to drive growth and development of new district energy systems across the GTA and Eastern Canada. The successful candidate must be able to lead pursuits for new developments, lead marketing efforts, strengthen existing relationships, and create new partnerships.

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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, a commercial acumen, and a drive for innovation. District energy experience is an asset.

The successful candidate must be able to work closely with developers, consultants, contractors, municipalities, and the Creative Energy team.

What you will be responsible for:

- Origination, sustaining and growing sales within the region working collaboratively with the projects, engineering, and finance 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 and development process through due diligence and commercial agreements.
- Other duties as assigned.

Qualifications & Experience

- Degree in Mechanical Engineering, P.Eng is strongly preferred.
- MBA, CFA, or similar business experience is an asset.
- 10+ years of relevant work experience, with a proven track record in complex sales and business development.

Specialized Skills, Knowledge & Abilities:

- Exceptional interpersonal skills, able to collaborate with colleagues, project teams, customers, and external stakeholders.
- Track record of successful sales, Marketing and Business Development experience.

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- Excellent written and oral communication skills.
- Demonstrated contract negotiation capability.
- Solid time management, organizational and planning skills.
- Experience engaging with project stakeholders to ensure seamless delivery of critical outcomes.

This is an exciting opportunity with a growing firm and innovative leader in district energy systems. We offer an attractive remuneration and benefits package and are committed to your ongoing professional growth and development.

We thank all applicants for their interest; however, we will only be contacting selected candidates for follow-up. Please send your application to jlawson@searchlabs.ca.