
Role Specification

Job title: Commercial Director

Department: Projects & Business Development

Location: Oxford, UK

Date: March 2023

The role of Commercial Director will be based in Oxford, UK. However, frequent UK travel should be expected, together with occasional international travel.

An overview of the role within the Company

Velocys continues to build upon its business and commercial capabilities and is now seeking an experienced Commercial Director to join the team.

The role will support the significant commercial activities associated with the ongoing projects under development. The role has the responsibility for the structuring of commercial agreements to enable the projects in all phases of development through to operations. A critical element of the role is the negotiation of novel fuel offtake agreements incorporating the high value of the sustainable fuels the projects will produce, with sufficient certainty to support project financing. However, the range of commercial contracts required is very broad, requiring versatility and familiarity with a wide range of commercial situations. This is not a traditional sales or purchasing role but requires a combination of commercial acumen, innovation and collaboration. Working closely with other areas of the business to include project management, project finance, business development, legal and engineering, the role is a crucial element to ensure the successful outcomes of projects. This role provides the opportunity to craft and deliver the commercial framework for £1 billion-plus innovative projects of global significance, playing a key part in the Energy Transition.

Responsibilities

- Support Project Director(s) in all commercial matters, to include the identification and implementation of project-specific commercial agreements required to enable all phases of project development through to operation.
 - Agreements to include but not limited to
 - Fuels offtake including renewable fuels certificates.
 - Contracts with Government entities (eg Contracts for Difference)
 - Engineering, Procurement and Construction contract
 - Operations and Maintenance contract
 - Power and other utility connection and provision,
 - Waste stream management
 - Rights of way
 - Operating licences
- Lead the negotiations relating to project specific commercial agreements, extending these agreements to Velocys portfolio as applicable.
- Develop agreement strategy, target commercial outcomes and negotiation strategies in line with project objectives including adherence to cost and schedule requirements.
- Develops commercial frameworks and supports formation of these agreements with Contract Management, Legal and Finance functions.

- Other duties as assigned by project and line management.

Organisational interactions

- Immediate supervisor title: Senior Vice President, Business Development and Project Delivery
- Next level supervisor title: CEO
- Collaboration with other individuals and groups: Project Directors, Engineering, Project Controls, Contract Management, Finance, Communications, Government Relations and in-house Legal Counsel. Clients, Customers, third party Vendors and Suppliers as appropriate.

Education and experience

- Ideally educated to Degree level or equivalent experience, demonstrating a high standard of numeracy and literacy; a Business Administration degree and/or a STEM subject would be particularly relevant.
- Extensive proven practical experience of commercial management and sales management in a relevant field such as engineering, construction, chemicals or the petroleum industry
- Experience in formulating strategies for individual contracts
- Robust experience of developing and negotiating contract terms and conditions, specifically related to product offtake agreements and utility supply contracts.
- Strong understanding of contracting principles and legal terms and conditions
- Experience in accurately formulating multiple compensation structures including, but not limited to, reimbursable cost, lump sum, and unit price.
- Experience in creating Project Specific Contract Terms and Conditions by flowing down terms from the Prime Contract
- Experience working with Project Management, Engineering, and Construction to develop sound commercial frameworks for project development.
- Excellent interpersonal skills with the ability to converse on all levels and play a part in a non-hierarchical, cross-functional team. Demonstrated collaborative behaviour is essential.
- Experience of achieving commercial success in an innovative, collaborative environment
- Effective communicator with the ability to explain technical concepts to non-technical individuals
- Intermediate knowledge of MS Office to include O365, Word, Excel and PowerPoint

Contact

Please send your CV and any additional information to support your application to:

careers@velocys.com.

