

THE EUROPEAN MARINE ENERGY CENTRE
JOB DESCRIPTION AND PERSON SPECIFICATION
INTERNATIONAL DEVELOPMENT MANAGER

Reports to: Senior Business Development Manager

Purpose: To build a profitable and sustainable international development portfolio for EMEC, establishing EMEC globally as a trusted partner in the energy sector.

Responsibilities:

1. Identify and secure opportunities for ocean energy or energy system related projects in key emerging markets such as Asia and North America.
2. Lead the development of winning bids for overseas work resulting in income generation for the business against agreed targets.
3. Manage the delivery of international consultancy and R&D projects, providing technical input and liaising closely with EMEC's operational team.
4. Work with EMEC's operational and commercial teams to develop strategic goals, actionable plans and build key overseas customer relationships in the ocean energy and energy systems sectors.
5. Take a leading role in developing the International Wave and Tidal Energy Research Sites network.
6. Identify and actively participate in industrial organisations, trade shows, events and other activities as necessary to promote EMEC's products and services.
7. Support the formation of collaborations between EMEC and key international supply chain partners to accelerate technology based low carbon solutions.
8. Identify international opportunities which will utilise EMEC's facilities in Scotland e.g. for testing and demonstration.
9. Maintain extensive knowledge of current market and feed this into the organisation.
10. Maintain and develop long term commercial relationships with marine energy test sites and key energy system clusters around the world.
11. Ensure that the EMEC Integrated Management System is adhered to and assist the Quality Manager and others with identifying and progressing improvement actions, supporting EMEC's accreditation by the UK Accreditation Service (UKAS) or other relevant body.
12. Carry out ad hoc requests in support of the Commercial Director as required.

Reports: There are no direct reports to this position.

Person Specification:

Education

Essential – Degree in a science, business or technical subject.

Desirable – Post graduate degree in a discipline related to ocean energy, energy systems, marine engineering, renewable energy, international relations or business development.

Skills & Knowledge

Essential – Excellent written communicator, numeracy and interpersonal relations. Computer literate in MS Office products. An ability to communicate complicated project ideas in a clear and concise manner using text, images, graphs, project plans and budgets. Knowledge of how to link a project to strategic objectives in order secure buy in from third parties. Knowledge of ocean energy technologies and/or marine subsea engineering.

Desirable – Detailed understanding of the ocean energy and/or wider energy systems sector. Specific knowledge of preparing and negotiating contracts along with legal knowledge. Strong commercial understanding and acumen. Foreign language skills.

Personal Attributes

Essential – Self-motivated, able to develop agreed initiatives, owning the task but maintaining a strong relationship with the teams at EMEC. Ability to establish relationships with people (stakeholders, clients, potential clients) without undermining position for commercial negotiations. Ability to interact well and familiarise with other disciplines, especially technical aspects. Need to be motivated by prospect of achieving commercial success.

Desirable – Ability to interact well and familiarise with other disciplines, as the role will require working across both commercial and technical aspects. Given our rapid growth potential you will also need to demonstrate a high level of ambition and the desire to develop into a senior business leader.

Experience

Essential - Two years post-education experience in technical or business orientated role related to the energy sector. Experience in developing overseas relationships.

Desirable – Track record in developing new business or services related to the energy sector.

Special Conditions Associated with the Role

This role can be based in Orkney or the central belt of Scotland, with frequent international travel.