



Head of Business Development – Energy Transition

Job Description

Peterhead Port Authority is a trust port and operates one of the UK's most unique all-purpose, all-weather ports. With more than 3km of berthing space at depths of up to 14m, we have a proud record of directly providing and supporting the provision of first-class facilities and services for the fisheries, energy, renewables and leisure sectors.

A new and exciting opportunity for a Head of Business Development - Energy Transition has arisen within Peterhead Port Authority and interested applicants are invited to apply

As a Head of Business Development, you will identify new business opportunities in order to generate revenue, improve profitability and help the business grow.

Your work will involve careful strategic planning and positioning in the appropriate markets, enhancing the operation of the business and its reputation.

Your work will often reach across all areas of the business, although it will mainly focus on the energy transition sector, to include:

- **Hydrogen** – seeking out opportunities for shipping bulk hydrogen through the port, and establish investment requirements, partners and regulatory process.
- **LNG bunkering** – establish the potential to provide this facility.
- **Shore power** – investigating requirements, costs, potential revenue and partners for installing shore power for commercial vessels.
- **Clean fuels** – researching opportunities and threats with regard to vessels switching from marine gas oil to cleaner fuels.
- **Offshore Renewables** – promoting the port to developers and contractors likely to be involved in ScotWind offshore renewable projects.
- **Net Zero** – assist in developing plans for our own business to meet net zero obligations. Liaise with port users and identify business opportunities and threats associated with their own net zero plans.
- **Decommissioning** – identify opportunities for the port to increase its share of decommissioning projects, working with berth operators, oil companies, contractors and agents to target opportunities.

It is expected that a significant portion of time will be involved in identifying and establishing relationships with the following key stakeholders:

- Existing and potential clients
- Potential partners
- Suppliers
- Local, Scottish & UK Government officials

Responsibilities

As Head of Business Development, you will need to:

- Develop and implement an energy transition strategy for the port.
- Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of increasing share from existing markets.
- Seek out and make direct contact with the appropriate persons in relevant organisations.
- Generate leads and cold call prospective customers.
- develop a contact management plan to foster and develop relationships with customers/clients.
- Understand the needs of our clients and be able to respond effectively with a plan of how to meet these.
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
- Have a good understanding of the businesses' key services, unique selling points and added value opportunities and be able to advise others about them.
- Keep the senior management team and other relevant staff throughout the organisation updated, and understand the need for change and what is required of them.
- Seek ways of improving the way the business operates.
- Attend seminars, conferences, exhibitions and events where appropriate
- Keep abreast of trends and changes in the main areas of business affecting the Authority.

Essential requirements and qualifications

- Significant experience in business development at a senior level, ideally from a high growth energy background working on transition topics and across different parts of the value chain.
- Highly credible and versatile in dealing with senior stakeholders with exceptional written and verbal communication skills. Confident at preparing reports and delivering presentations.
- Practical problem solver with strong analytical skills. You will have experience of translating technical concepts in order to help solve client problems.

- An ability to quickly understand what needs to be done, and proactively identify solutions and collaborate with a diverse group of teams to implement practical solutions.
- You are detail oriented and can efficiently and effectively balance multiple projects simultaneously,
- Demonstrable ability to maintain and develop new clients and existing client relationships.
- Excellent leadership, organisational, interpersonal, and communication skills.
- Must be self-motivated, results-oriented, and be flexible to work well under tight schedules in a fast-paced team environment.
- Evidence of a commitment to continual learning and professional development.
- Educated to degree level.
- A highly competitive remuneration package including private healthcare and membership of a generous pension scheme will be offered to the successful candidate including opportunities for advancement.

Interested parties are requested to send a cover letter & CV referencing **PPAHOB22**

to Gillian Gunn – gillian.gunn@peterheadport.co.uk

Applications will close at midday Monday 10th January 2022.