

Position details

Title of Position:	Business Development Manager – Data Centres
Reports to (position title):	Head of Business Development
Division:	Strategy
Function:	Business Development
Number of Direct Reports:	Nil
Grade:	8

Health, Safety & Wellbeing

ElectraNet is committed to co-creating a workplace of choice and enriching the communities in which we operate.

As an industry leader, ElectraNet is at the forefront of the clean energy transition. We are socially and environmentally ambitious, and our continued commitment to developing, operating and maintaining our network in a way that creates opportunities for people and nature to thrive is essential to achieving our vision of energising South Australia's Clean Energy future.

Our commitment also drives our focus to create a physical and psychosocial environment that supports the health, safety and wellbeing of our people.

We all contribute to ElectraNet's workplace culture and have a duty of care to ourselves and one another to work safely, assess and manage risk, courageously speak up and promptly report any unsafe working practices, hazardous working conditions or security threats and to collectively learn and grow from every opportunity.

Position Overview

The Business Development Manager – Data Centres is accountable for leading the proactive development, prioritisation and pursuit of data centre and related energy opportunities that support ElectraNet's strategic growth and commercial objectives. Engaging directly with data centre customers and working closely with relevant stakeholders across the business they will collaboratively drive the conversion of data centre and related energy business opportunities to contract execution, obtaining corporate buy-in and supporting strategic growth objectives at ElectraNet.

This position requires both the ability to operate at a strategic/ tactical level and translate opportunities to feasible connection concepts, and feasible concepts into defined deals. In pursuit of growth of the data centre market sector, the role is expected to work collaboratively within ElectraNet's business to influence optimal outcomes in the offering to customers, applying market knowledge and acumen to shape and influence internal policy/ practices/ approach to progress new business opportunities.

The position is expected to operate with a high level of autonomy with respect to leading the customer interface on behalf of the business; however, extensive cross-collaboration will be needed within the business to shape and define the offering to the customer. Subject matter experts will be engaged early as specific customer/ stakeholder needs apply, and the co-ordination of internal resources at the

precontract phase will be the responsibility of this role. The Business Development Manager – Data Centres will lead the feasibility and definition phases prior to contract close and is expected to remain involved in data centre opportunities until contract execution and successful transition to project delivery.

Success in this role is measured by the quality and commercial value of the data centre opportunity portfolio, development of credible investment and connection pathways, effective management of enterprise risk, successful conversion of priority opportunities to contract and strong relationships with customers, government and industry stakeholders. This role is expected to apply strategic thinking, commercial acumen, impactful and influential leadership of opportunities, and demonstrate highly developed project stakeholder engagement/management skills and a growth mindset.

Key Responsibilities

Strategic Leadership

- Lead the development and execution of ElectraNet's data centre and related major load growth strategy, translating strategic objectives into market priorities, customer propositions, commercial pathways and new opportunities to support the business plan for the Strategy Division and ElectraNet's Growth Strategy
- Work closely and collaboratively with relevant divisions and multidisciplinary teams across ElectraNet, setting clear priorities, decision requirements, accountabilities and timesframes during pre-contract phase to achieve corporate buy-in to ElectraNet's broader Contracted business (or other) goals and operational objectives.
- Lead the introduction and adoption of new commercial models, governance approaches and ways of working required to support new business opportunities, processes and initiatives to ensure success.
- Inspire, motivate, and mentor employees to be engaged, accountable and achieve best-practice in their respective disciplines.
- Act as a trusted commercial advisor to the Head of Business Development, and Senior leadership on data centre market developments, commercial models, customer positions, risks and investment decisions.

Operational & Technical

Opportunity Management

- Lead business resources to develop and manage aspects of customer offerings or new opportunities, effectively implementing strategy and delivering ElectraNet's evolving business plan
- Provide 'subject matter expert' management of opportunities and support to relevant teams and customers through the precontract phase and act as a point of contact for such opportunities

Commercial and Contractual Analysis

- Interact with Finance, Treasury and Legal teams to resolve complex questions and set the commercial and financial structuring of deals, develop new business models and revenue stream

opportunities, ensuring these are supported by appropriate internal governance and business case assessments

- Lead pre-contract negotiations with clients, partners, and stakeholders, balancing risk, commercial value, and compliance.
- Undertake detailed analysis of contract terms, pricing models, and performance requirements

Stakeholder Engagement and Collaboration

- Provide strategic alignment and continuity between ElectraNet's Strategy and Project Delivery teams, ensuring data centre opportunities transition effectively from development through to execution
- Provide leadership in embedding new or improved business models into BAU operations through effective collaboration with relevant leaders, managers and business teams
- Represent the business in client forums, industry briefings, and commercial engagements to strengthen market position and advance strategic opportunities.
- Build and maintain strong relationships with internal and external stakeholders, including clients, regulators and subcontractors to support opportunity development and long-term business growth
- Lead multi-disciplinary collaboration across engineering, operations, finance, regulatory, and corporate affairs teams to develop commercially robust customer propositions, optimise value creation and support successful opportunity conversion.

Market Insights

- Maintain market and industry intelligence through industry and other stakeholder contacts and keep the Senior Leadership informed about development opportunities and industry trends;
- Preparation and presentation of key internal documents, including opportunity strategies, due diligence reports, investment proposals, Executive and Board briefings/ papers that meet expected timelines and quality standards;
- Prepare relevant materials for customers, including presentations and offer documentation etc.;
- Perform other duties, commensurate with skills and classification level, as requested.

Behavioural

- Build and maintain strong working relationships with and between internal and external stakeholders, delivering a high level of customer service.
- Create and develop a respectful workplace environment that values cultural diversity, innovation, open discussion and cross functional collaboration to help drive high performance.
- Lead by example; role model desired behaviour and priorities, demonstrate personal accountability for self-development and for achieving quality and timely result.
- Demonstrate behaviour that is consistent with ElectraNet's values, Code of Conduct and Acceptable Use of Technology Resources Policy while performing the role in a professional and ethical manner.
- Promote safe work practises that support the safety of all workers and the security of ElectraNet's assets, proactively reporting safety incidents, near misses and security threats.

Significant Working Relationships

- External customers, stakeholders and suppliers
- All ElectraNet Divisions
- Australian Energy Regulators (AEMO, AEMC)
- Government of South Australia (relevant departments/ agencies and corporations) –
- Other related industry bodies, government bodies and authorities as required to support the roles and opportunities within the Strategy division.

Equipment & Technology Used

- Microsoft Office suite
Strong understanding and strategic use of Customer Relationship Management tool
- ElectraNet general access programs (e.g. Grazer, etc) – is this required?

Selection Criteria

Knowledge & Experience

Essential

- Extensive experience leading complex commercial, infrastructure, energy or business development opportunities, demonstrating strong stakeholder management, negotiation and influencing skills in a commercial environment (typically 10+ years' experience);
- Demonstrated experience developing commercial strategies, , business cases, financial models, development and justification, with strong ability to be able to present at Executive level both internally and with customers;
- Proven ability to develop contracts for new business, progressing opportunities to contract execution stage in collaboration with relevant parts of the business;
- Demonstrated ability to work with Executive leaders and key stakeholders in developing comprehensive short, medium and long-term plans, based on available information, insights and market intelligence, with the ability to prioritise;
- Strong ability to lead the implementation of key initiatives that deliver commercial, operational or customer outcomes;
- Strong customer focus and the ability to build effective, sustainable and collaborative relationships with both internal and external stakeholders, applying tact and discretion as needed, people leadership principles and driving towards ElectraNet's growth objectives;
- Strong commercial and corporate acumen;
- Exceptional attention to detail and highly developed written communication and presentation skills;
- Demonstrated negotiation and conflict resolution skills;
- Ability to effectively manage competing priorities and meet deadlines in a fast-paced environment;
- Sound industry knowledge and market insight in the Australian context, with a good understanding of competitive factors and specific opportunities within South Australia;

- Demonstrated ability to use initiative, critical thinking and problem solving with the ability to identify and recommend solutions to problems;

Desirable

- Minimum 10+ years' experience, in a Business Development or industry related role
- Electricity and/or data centre industry background an advantage
- An understanding of legislated rules and codes governing the business and industry (NER, SA Electricity Transmission Code, ESCOSA etc.)
- Flexible approach to working hours and after-hours commitments
- Experience with large load connections transmission augmentation, energy procurement, firming or major infrastructure development

Qualifications

- Tertiary qualification in a relevant technical, financial, or commercial field, or relevant discipline (essential).

Background Checks

- Pre-employment checks, including background and security checks (such as global criminal checks) are required for this position, completed prior to commencement and repeated on a regular basis after appointment.

NOTE: Copies of the above listed qualifications/licences/certificates are required as evidence on appointment.