



POSITION: DIRECTOR OF BUSINESS DEVELOPMENT

ABOUT TRISUMMIT UTILITIES INC. (TSU)

TSU is a Canadian company with natural gas distribution utilities and long-term contracted renewable power generation assets. TSU is focused on delivering safe, reliable, clean and cost-effective energy solutions to customers while achieving long-term profitable growth. TSU's vision is to be the clean energy supplier of choice in each of the jurisdictions in which it operates through being a leader in safety, reliability, cost effectiveness and customer service. Our people take great pride in supporting and having a positive impact in the communities where we live and work.

OPPORTUNITY

TriSummit Utilities is seeking a self-motivated professional to join our team as Director, Business Development. Reporting to the Executive VP Corporate Strategy and Business Development. The successful candidate will be accountable for coordinating all phases of M&A activity including legal, economic, commercial, technical, land and other evaluations. The dynamic individual will also identify and bring forward other business development opportunities that fit with TSU's smart growth objectives.

TSU is committed to providing a productive and safe work environment for all employees. If you want to work for a company who values safety and reliability, people, a strong community, and continuous improvement, TSU may be the right company for you.

RESPONSIBILITIES

- Identify and develop strategies that support long term goals for business development.
- Work with cross functional teams to ensure the achievement of business development goals.
- Conduct and/or support detailed due diligence on potential business development opportunities.
- Applies sound and perceptive analysis, consistent with TSU's business objectives in recommending and advancing opportunities.
- Conduct or support direct negotiations with prospective counterparties and partners.
- Coordinate TSU business development efforts with external parties including consultants, investment banks, legal advisors and others as needed.
- Acquire and maintain information on market, industry, economic, consumer, and competitive conditions and trends.
- Develop and maintain external network to identify, attract, assess and/or build investment opportunities.
- Prepare business cases and presentations for Senior Executive and Board of Directors review and approval.
- Support key corporate priorities/initiatives and be a visible and impactful enterprise leader.
- Responsible for ongoing communication with Senior Executive to ensure alignment with corporate strategy and objectives.
- Identification of clean energy projects including but not limited to renewable generation, renewable natural gas, combined heat and power, hydrogen, and other niche opportunities.
- Conduct competitive analysis of clean energy and other opportunities.

QUALIFICATIONS AND EXPERIENCE

- University graduate in a related field and a Master's in Business Administration (preferred)
- At least 10 years of experience in corporate and business development in energy, ideally in both a regulated and non-regulated business environment.
- Experience with natural gas distribution utilities and / or renewable development is an advantage.
- A credible top-tier business person who is strategic and who can work with operations to understand the key levers that drive the business
- Ability to absorb technical information and present it in non-complex, easily understood written and graphic formats
- Expertise in and ability to structure and negotiate commercial agreements and term sheets
- A hands-on problem solver with a strong, practical business sense and a proven ability to analyze and interpret complex issues quickly and accurately
- Able to create realistic schedules and meet deadlines under stress and interruptions
- High degree of personal initiative, creativity and integrity
- Proven senior level interpersonal, negotiation and leadership skills with demonstrated good judgement.
- Excellent organizational, strategic, planning and implementing skills

TSU believes that our people are our family; each and everyone contributes to the success of TSU. We believe in the strength of diversity and we are dedicated to creating a diverse, equitable and inclusive workforce and environment.

APPLICATION PROCESS

If this opportunity based in our downtown Calgary Office speaks to you, qualified applicants are invited to submit their cover letters and resumes in confidence to the Human Resources Department by going to <https://trisummit.ca> and clicking on the Careers section by no later than April 2, 2021.

We thank all applicants for their interest in our organization, only those candidates for interviews will be contacted. No agency referrals or telephone inquiries at this time.

COVID-19 Considerations:

TSU is committed to the safety and well-being of our employees. As part of this commitment, we have implemented a number of protocols in alignment with government guidelines in order to maintain the health and safety of employees, customers and communities.