

The Role

Location:	Auckland/Wellington	Team:	Commercial Partnerships
Grade:	19	Reports to:	Director Commercial
Employment:	Permanent	Direct reports:	Nil

Responsibilities

The Commercial Partnerships team is responsible for bringing specialised commercial and financial expertise to help EECA shape initiatives at the regional and market level. The team will work closely with EECA's Regional and Sector Partnerships team to negotiate, package, and execute bespoke investment projects.

The Investment Specialist Lead will play a pivotal role in identifying, structuring and overseeing the execution of commercial project deals at EECA. This role will lead the financial evaluations and risk assessments and put together the investment strategy to ensure EECA's investment projects deliver strong value for money and impact.

EECA's Purpose and Behaviours

Our Mission

EECA's mission is to mobilise New Zealanders to be world leaders in clean and clever energy use. We are Te Tari Tiaki Pūngao – Guardian of the energy. This means we have a responsibility to ensure that all of New Zealand recognises that the energy we save now will be an asset to our future, in a multitude of ways. We want a sustainable energy system that supports the prosperity and well-being of current and future generations.

In order to get there, our key strategic objectives are:

- Energy efficiency first
- Empower energy users
- Accelerate renewable energy

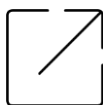
Outcomes are that energy users save energy, money and reduce emissions; and energy productivity and resilience improve. The levers EECA uses to achieve this are:

- Regulation of products, processes and systems
- Information and education to promote clean and clever energy choices
- Targeted investment to demonstrate and scale up energy efficient technologies and renewable energy use.

More information on who we are and what we do is available on our website www.eeca.govt.nz/about-eeca

Our Key Behaviours

EECA has identified four key behaviours that will help us succeed. We will be looking for applicants that can demonstrate these behaviours.



Open to the new



Stand in others' shoes



Believe in 'we' not 'me'



Deliver the goods



Key Result Areas

- Financial analysis and deal structuring to lead the financial assessment of potential investment projects, including the development of financial models (ROI, NPV, IRR, etc) to assess the projects' value for money and risk.
- Work closely with the Director Commercial and Regional Managers to structure deals that meet market demands while balancing the role for government and value for money.
- Investment strategy development to ensure EECA is maximising its value for money and impact by targeting high value opportunities and providing the appropriate type of financial support, i.e. grants versus loans or guarantees.
- Provide thought leadership and subject matter expertise to the team and broader EECA.

Key Competencies

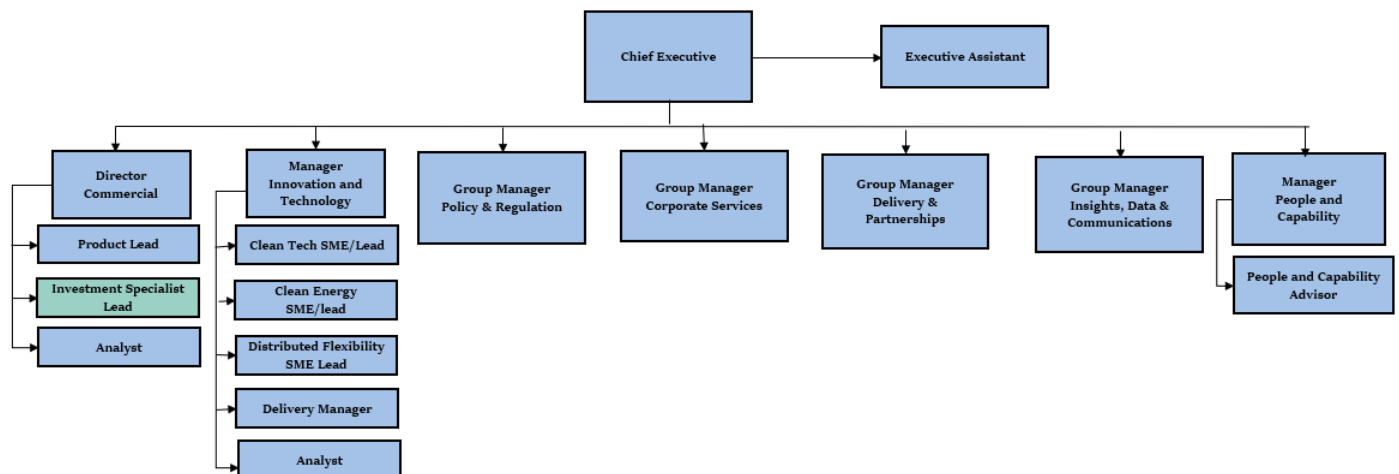
- Quantitative analysis and critical thinking skills
- Planning and priority setting
- Effective communication both written and verbal
- Continuous learning
- Strong customer service

Relationships

It is expected that effective working relationships are established with relevant EECA staff and external stakeholders.

Where your position fits:

CE Office



Key Internal Relationships

- Regional & Sector Partnerships Team
- Finance Team
- Commercial and Procurement Team

Key External Relationships

- Industrial and commercial energy users
- Energy Management Consultants and solution providers
- Sector associations and industry organisations



Educational Qualifications, Experience and Skills Required

The incumbent should possess:

- Considerable private sector experience, at a senior level (5+ years) in investment analysis, corporate finance or related fields with experience in structuring and managing commercial deals and investments.
- Tertiary qualification in finance, business, economics or a related field.
- Financial expertise and deal structuring with a strong understanding of financial modelling such as ROI, NPV, IRR, etc
- Strong problem solving abilities to address complex financial challenges and provide innovative solutions.
- Risk management with a demonstrated ability to identify and manage financial, operational and market risks with potential investment projects.
- Strong negotiation skills, particularly in financial discussions and investment terms
- Ability to work cross-functionally across teams at EECA

EECA's Working Environment

A policy of equal employment opportunity operates and EECA provides a work environment that is free from discriminatory practices and encourages all employees to reach their full potential.

As a good employer, EECA takes its Health and Safety responsibilities seriously and all staff are expected to comply with all Health and Safety policies and practices, as part of their employment.

Working in the Public Service

Ka mahitahi mātou o te ratonga tūmatanui kia hei painga mō ngā tāngata o Aotearoa i āiane, ā, hei ngā rā ki tua hoki. He kawenga tino whaitake tā mātou hei tautoko i te Karauna i runga i āna hononga ki a ngāi Māori i raro i te Tiriti o Waitangi. Ka tautoko mātou i te kāwanatanga manapori. Ka whakakotahingia mātou e te wairua whakarato ki ō mātou hāpori, ā, e arahina ana mātou e ngā mātāpono me ngā tikanga matua o Te ratonga tūmatanui i roto i ā mātou mahi.

Mō ētahi atu kōrero hei whakamārama i tēnei kaupapa, haere ki

<https://www.publicservice.govt.nz/about-us/>

In the public service we work collectively to make a meaningful difference for New Zealanders now and in the future. We have an important role in supporting the Crown in its relationships with Māori under the Treaty of Waitangi. We support democratic government. We are unified by a spirit of service to our communities and guided by the core principles and values of the public service in our work.

You can find out more about what this means at: <https://www.publicservice.govt.nz/about-us/>

