



Commercial Finance Executive Leadership Role

1414 Degrees is commercialising unique thermal energy storage products for the first time in the emerging energy markets. We are looking for an ambitious, proactive commercial leader to work collaboratively to harness multiple income streams.

As a start-up preparing for rapid growth, all management positions require agility, flexibility and team commitment to meet evolving corporate requirements.

As a key member of the leadership team, the role reports to, and works with, the Chief Executive Officer to execute the company vision and has a critical role in securing sustainable growth and profitability by developing commercial growth strategies and plans. The Company is currently fielding a wide range of enquiries which require detailed analysis to distil the most valuable opportunities for early commercialisation. The initial focus will be on analysing revenue potential, developing relationships and financially structuring strategic partnerships.

The role requires a strategic and experienced leader with extensive knowledge of the energy market, proven business acumen and entrepreneurial drive, excellent people skills, and the stamina and desire to revolutionise the global energy environment.

Key responsibilities

- Analysing and identifying innovative commercial opportunities, structuring and negotiating commercial agreements and strategic partnerships to deliver profitable revenues
- Designing and implementing strategies to build revenues in a complex commercial environment with multiple income streams
- Providing meaningful modelling and analysis to support strategic decision making within a risk management framework
- Driving a collaborative culture across business units to identify new commercial opportunities that align with the company's strategic objectives
- Identifying, developing and managing influential relationships with strategic partners/vendors
- Leading employees to encourage maximum performance and dedication
- Evaluating company performance by analysing and interpreting data and metrics

Qualifications skills & experience required

- Tertiary qualifications in finance, economics, law or other appropriate discipline. Post graduate study or qualifications such as an MBA or Chartered Financial Analyst will be highly regarded
- Experience with joint ventures, infrastructure funding, hedging, and energy trading
- Knowledge of legislative and regulatory requirements and the policy framework for energy markets is essential. International experience is desirable
- High level written and verbal communication ability, including excellent report writing and presentation skills
- Proven track record of delivering results and driving performance

- Proven ability to develop strong and positive relationships with a broad range of stakeholders, both internal and external
- Experience with an ASX listed company and knowledge of its corporate governance obligations highly regarded but not essential

1414 Degrees

Our Purpose: Realise potential by enabling a world of clean energy

Our Values:

- Seek a better way
- Be a team player
- Foster a culture of courage
- Respect diversity
- Deliver results
- Care for self and others

1414 Degrees' patented thermal energy storage technology is set for global growth, stabilising renewables to make clean energy available to all, at all times. We are an energy start-up company in the early stage of product development and commercialisation of our thermal energy storage system (TESS). The TESS devices are versatile and scalable, differentiating them from other storage systems and technologies.

We retain the agility of a small company, able to make quick decisions and respond to the market. A key element of our culture is the commitment each team member has to the future success of our company, the opportunity to contribute to something ground breaking, with significant potential both commercially and environmentally.

We are doing what has not been done before, in an energy market that is hungry for innovative solutions to resolve the tension between the three core drivers of cost, stability and environmental concerns.

Appointment

Appointment to this role will be subject to pre-employment checks including:

- Criminal history
- Background and qualifications
- Right to work in Australia

A competitive salary package including Performance Rights will be negotiated with the successful candidate.

No recruitment agencies, please.