

Position Title	Principal Consultant CCS Technologies
Business Unit	Commercial
Manager	General Manager Commercial
Direct Reports	Senior Consultant Storage Senior Consultant Carbon Storage Technologies Senior Consultant Carbon Capture Technologies
Location	Australia USA - Washington DC or Houston Europe – London or Brussels.
Role type	1.0 FTE, ongoing
Significant relationships	Client Engagement and Advocacy teams, Members and clients to execute and deliver commercial outcomes

Position purpose

The Principal Consultant CCS Technologies operates globally promoting the advocacy of CCS and CCS technologies. Responsible primarily for the delivery of high-quality consultancy work for both Members and clients and ongoing identification of potential business opportunities to achieve revenue targets. A strategic role, the Principal Consultant CCS Technologies will be instrumental in the development and implementation of Commercial specific business development strategies, CCS thought leadership reports and the management of the CCS Technology Section of the Commercial Team.

Key responsibilities

- Deliver consultancy services to clients, at the agreed utilisation rate, contributing to overall revenue targets
- Support the ongoing development and implementation of the Institute's Business Development Strategy
- Support development and implementation of the Advocacy strategy
- Contribute the development of Thought Leadership reports relevant to CCS
- Provide Member services including managing and maintenance of CCS Hub, project and storage elements of CORE
- Create, maintain and grow effective relationships with new and existing clients
- Identify and develop specific opportunities to provide consultancy services to clients, including client liaison, negotiation and writing proposals
- Develop and implement consulting specific business development strategies, including focus on achieving Board approved revenue targets
- Lead and develop a high performing, client focused and commercially savvy team
- Manage the team's priorities and workloads, ensuring opportunities align with individual utilization and overall business targets
- Ensure team compliance with system processes and procedures, such as use of the Project Management system and accuracy of data inputs
- Participate in business planning activities, including detailed analysis of forecast revenue earning opportunities

- Maintain deep knowledge of CCS technology, markets, trends, industry practices, regional, global and subject matter developments
- Other duties as required

Skills and experience

Essential

- Strong technical writing skills, specifically for clients and or external parties
- Strong research skills
- Demonstrated commercial acumen and business development skills
- Relevant experience in identifying opportunities, building strategic relationships and networks internally and with clients, managing clients and pursuing new business
- Relevant experience related to CO₂ capture technologies in a consulting or engineering organisation providing services to CCS projects or large industrial projects in related industries or as an employee of a CCS project or technology developer
- Experience in undertaking techno economic assessments of carbon dioxide capture and/or energy technologies
- Recognised expert in field of specialisation

Desirable

- Experience working in a global organisation with a matrix structure

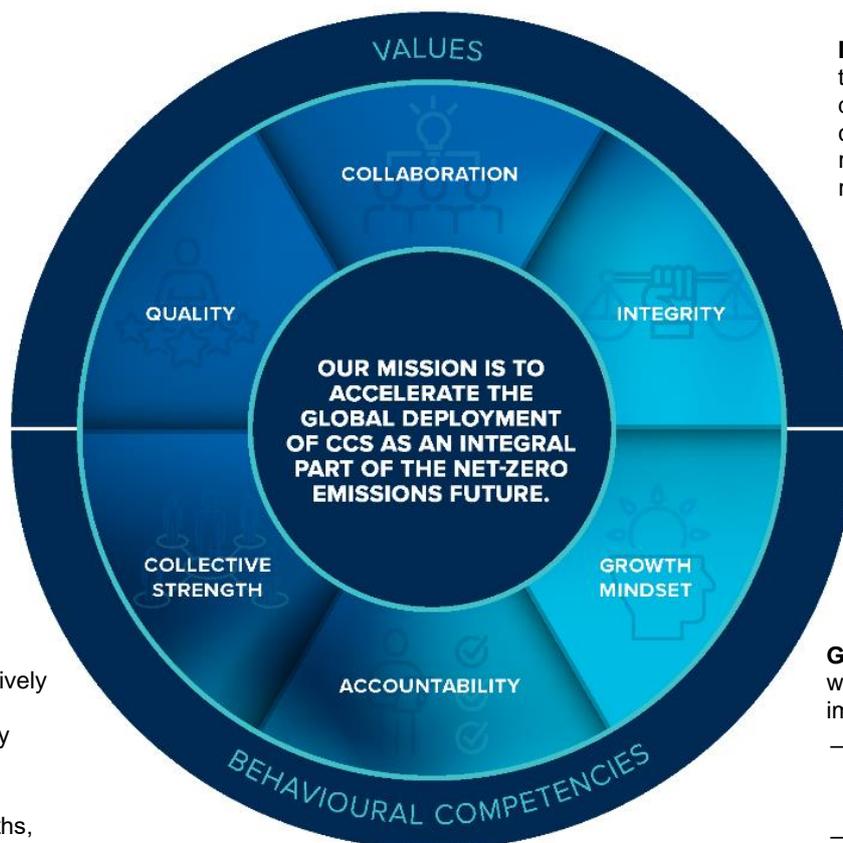
Values

Our Values underpin the way we do things at the Institute and guide us internally in our day-to-day work. The following Behavioural Competencies align with Our Values with the aim to amplify each aspect and are essential to ensure the achievement of Our Mission.

Collaboration - We work cooperatively and our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.

Quality - We strive for excellence in all that we do. We are a trusted, knowledgeable and responsive organisation known for exceptional advice and service delivery.

Integrity - We hold ourselves to the highest standards in all we do. Our actions and communications are responsive, ethical and respectful of diversity.



Collective Strength - You actively develop and leverage the Institute's collective strength by

- Honouring and acknowledging your colleagues' skills, strengths, and contributions.
- Building meaningful relationships on a foundation of trust, mutual respect, appreciation and empathy with colleagues, Members, clients, and partners.
- Facilitating people and ideas coming together beyond hierarchical and organisational boundaries through effective communication, knowledge sharing, and proactively seeking input.
- Exhibiting dedication to our purpose, your role, and what we can achieve together.

Accountability - You hold yourself and others accountable by

- Taking personal responsibility for deliverables.
- Keeping a focus on delivering outputs that are accurate, timely, and of a high standard.
- Acknowledging ownership and accountability to promote solutions.
- Identifying areas for improvement across the Institute and appropriately providing feedback to those responsible.

Growth Mindset - You seek ways to continuously learn and improve by

- Fostering an environment open to diverse ways of thinking and operating.
- Seeking, providing, and responding to feedback in a productive and respectful manner.
- Recognising the limits of your own experience and skills and taking proactive steps to grow them.
- Embracing failures, challenges, and setbacks as opportunities for growth and learning.
- Engaging in honest self-reflection and actively applying lessons learnt.