

Division	Development
Team	Commercial
Line Management	Head of Commercial
Role	Commercial Manager (Project Commercialisation)
Location	Melbourne or Sydney

Clean Energy, Clear Vision

Atmos Renewables is powering a sustainable future for Australia. We are driving the energy transition through developing, operating and responsibly investing in clean energy for the long term. We are committed to achieving positive environmental outcomes and lasting relationships with local communities.

We work together with Integrity, Safety, Courage & Humility.

The Company

Atmos Renewables is a leading Australian renewable energy IPP with interests and ownership in over 1.7GW of wind and solar assets across all the NEM states. Established in 2020 by Igneo Infrastructure Partners, a specialist global investment management company with over 25 years’ experience in infrastructure, Atmos develops and invests in renewable energy projects at all stages of their lifecycle and is a long-term owner and operator of clean generation and storage assets.

Atmos will be part of the solution to decarbonizing Australia’s electricity network by building and operating a portfolio of renewable energy generation assets while being the partner of choice for communities, landowners and offtakers across Australia.

Atmos is managed by a growing, highly experienced team of renewable energy professionals, with offices in Sydney and Melbourne, Australia. We are committed to investing in clean technology that offsets carbon emissions in the Australian electricity markets and in a way that supports

Australia’s vibrant local communities and protects and enhances its biodiversity. Atmos is building a development pipeline of projects at various stages and expects to have projects in construction within the next year.

About Us

Atmos Development Team is looking for 3 experienced new team members committed to the energy transition and our company values. While relatively new, we have quickly become the fifth largest owner/operator of renewables within Australia through a series of portfolio acquisitions.

The Development Team has established a healthy pipeline of onshore wind, battery and solar projects across Australia through partnership agreements, acquisitions and our own internal development.

Our Sydney board offers us the magic combination of significant investment appetite, strong governance and the agility that comes with regular access with the Atmos team and a deep understanding of all aspects of the Australian energy transition.

Suitable candidates will align with our company values, be comfortable working in a lean and ambitious company, a strong team worker and values driven. While we have a flexible work policy, our preference is for candidates capable of working in our Melbourne and Sydney offices.

The Role

Reporting to the Head of Commercial, the Commercial Manager's primary function is to take a leading role in the commercialisation of Atmos' greenfield and joint-development projects. The role will be a senior role taking the lead on important commercial development work streams such as negotiating PPAs, Project Financing, Government Processes and providing the commercial and strategic expertise in the preparation of project Business Cases. The role will also play a key role in assisting with acquisition opportunities and providing commercial expertise across the development team.

This is a critical role to ensure that Atmos' mature development stage projects reach financial close and become a successful operational asset for Atmos.

Key Responsibilities

PPAs, Grants and Markets

- Working with the Market Operations team to develop project commercialisation approaches in line with Atmos' broader portfolio trading strategies
- lead the origination and execution of Atmos' offtake and PPA processes and inform the strategy thereof.
- track and monitor and lead the submission and bidding process for grant, government underwriting, grid access schemes and other competitive processes
- planning, documentation and development of transaction schedule and process timetable.
- Keep up to date and be the 'thought leader' on latest offtake market trends with a particular focus on BESS offtakes.

Financial & Economic Analysis

- Being the key link between the corporate finance team and the development team through providing the commercial inputs and strategy in the financial modelling and project finance processes.
- Lead the techno-commercial optimisation and provide commercial guidance to the development team to progressing early to late stage developments including 'hands-on' modelling and spreadsheet based analysis.

Acquisitions, deals and transactions

- Support the Head of Commercial in the activities relating to Atmos acquisitions and transactions, which may include assisting in the preparation of NBIO, BO submissions and supporting with debt and equity transaction.

Market Policy & Regulation

- Track and communicate market rule or policy changes as it relates to Atmos' development interests and represent Atmos' interest and lead submissions to such bodies as AEMO, EnergyCo and AEMC where required.

Project Development

- Perform a project management function in Atmos' project development, joint-development, and acquisition activities. This may include taking the responsibility for budgeting, scheduling, economic analysis, cost comparison, due diligence, risk assessment, contract management and negotiation.

- Contribute as required in other business activities including, preparation of and playing a lead role as required in internal approvals, commercial papers, board papers, regular reporting, supporting financing activities, business case creation, economic modelling inputs and other matters as related to Financial Close of Atmos' development projects.
- Acting as Project Manager and Atmos' lead representative as required on a JDA project or portfolio of projects ensuring quality oversight, governance and contract management is achieved for good commercial and project outcomes.

Skills and Experience

- Relevant professional qualification across finance, economics, law and/or engineering
- Experience in transactions and other late-stage development activities for wind farms and/or utility scale PV and battery projects.
- Proven experience in utility scale battery commercialisation will be highly valued.
- Capable of managing multiple contractual processes and projects simultaneously
- Demonstrated experience in contract negotiation and contractual management experience and skills with the ability to effectively manage a broad range of stakeholders (JV partners, Banks, EPC/BOP contractors, OEMs, consultants, legal advisor etc.
- Ability to thrive in a small team and agile developer environment.

Reward

We are a small, dynamic and highly motivated team that works very closely together and we want you to succeed with us. Our people are our most valuable asset, and we show this through the benefits we offer including competitive remuneration, competitive bonus, flexible working (including part-time considered), professional body membership. We are also dedicated to the personal and professional development of our employees via training and development opportunities.