Job Title: Business Development Manager (Energy)	**Location:** Ynys Môn / Hybrid	**Salary Band:** PO
Reports To: Energy Director	**Responsible for:** None (currently)	**Salary Range: £44 - £50k**

Purpose of the Role: Develop projects within the energy sector including hydrogen, solar and wind. The role will not include tidal energy.

Responsibilities

Staff management: To support teams in accordance with the company's systems and procedures and manage performance in order to ensure the individual's deliver within their role and contribute to Menter Môn's broader aims and objectives.

Project management and monitoring: Work with project boards to ensure projects are delivered in accordance with processes and procedures and deliver against pre-determined objectives included in applications.

Project delivery: Take responsibility for energy projects (exc Morlais), monitoring value for money and ensuring that targets are achieved with all the required information supplied to clients, stakeholders, and funders.

Business development: Manage the development of a range of energy projects within the portfolio. These include projects being developed directly e.g. Holyhead Hydrogen Hub, and projects in partnership with others e.g. solar parks. There is also a requirement to explore new opportunities as they arise.

Corporate governance: Play an active role as member of the senior team in order to develop the strategic direction of the Company, which will include involving the Board of Directors.

Representing the company: Adopt a proactive approach in developing external stakeholder relationships in order to promote the company and develop its reputation regionally and nationally.

Skills / Experience

Essential:

- Experience of managing staff and contractors to deliver projects.
- Experience of managing projects from inception to completion
- Experience of working with stakeholders from a range of sectors including energy, government, and community.
- Experience in managing large budgets and reporting to funders.
- Experience of establishing and reporting to project boards
- Experience or writing successful funding applications
- A working knowledge of the energy sector and the role of various stakeholders at regional and national level.
- Excellent communication skills
- Knowledge of relevant Government energy policies (UK and WG)

Desirable:

- Experience of contributing to community consultation exercises
- A working knowledge of energy technologies including hydrogen, solar and battery storage.
- A working knowledge of the planning process associated with energy projects.
- An understanding of the wider energy supply chain.
- Established relationships in the energy sector in north Wales.
- The ability to communicate in Welsh.

Qualifications

Essential:	**Desirable:**
• Educated up to degree level	• Management qualification • Project management qualification

Characteristics

These describe the characteristics we expect in an individual in this role.

- Accountable
- Organised
- Personable
- Committed

Other

A full UK Driving License and access to own car	Yes
A willingness to travel	Yes
A willingness to work outside norr working hours	Yes

<table>
<tr><td>Teitl y Swydd: Rheolwr Datblygu Busnes (Ynni)</td><td>Lleoliad: Ynys Môn / Hybrid</td><td>Band Cyflog: PO</td></tr>
<tr><td>Yn Adrodd i: Cyfarwyddwr Ynni</td><td>Gyfrifol am: Dim (ar hyn o bryd)</td><td>Ystod Cyflog: £44 – £50k</td></tr>
<tr><td colspan="3">Diben y Swydd: Datblygu cynlluniau o fewn y sector ynni gan gynnwys hydrogen, solar a gwynt. Ni fydd y rôl yn cynnwys ynni llanw.</td></tr>
</table>

<table>
<tr><th>Cyfrifoldebau</th><th colspan="2">Sgiliau/Profiad</th></tr>
<tr><td rowspan="3">Rheoli staff: Cefnogi timau yn unol â systemau a gweithdrefnau'r cwmni, a rheoli perfformiad er mwyn sicrhau bod unigolion yn cyflawni eu rôl ac yn cyfrannu at nodau ac amcanion ehangach Menter Môn.

Rheoli a monitro prosiectau: Gweithio gyda byrddau prosiect i sicrhau bod prosiectau'n cael eu datblygu yn unol â phrosesau a gweithdrefnau, a chyflawni yn erbyn amcanion a bennwyd ymlaen llaw a nodwyd mewn ceisiadau.

Datblygu prosiectau: Cymryd cyfrifoldeb cyffredinol am brosiectau ynni, gan sicrhau gwerth am arian a bod cynlluniau'n cael eu darparu ar amser, i safon uchel a bod yr holl wybodaeth ofynnol yn cael ei rhoi i gleientiaid, rhanddeiliaid a chyllidwyr.

Datblygu prosiect ynni: Cymeryd cyfrifoldeb am bortffolio cynlluniau ynni. Mae rhain yn cynnwys cynlluniau mae MM y datblygu yn uniongyrchol e.e. Hwb Hydrogen Caergybi, a rhai mewn partneriaeth ag eraill cynlluniau solar. Bydd hefyd cyfrifoldeb am gynlluniau eraill wrth iddynt ddatblygu.

Llywodraethu corfforaethol: Chwarae rôl weithgar fel Uwch Reolwr er mwyn datblygu cyfeiriad strategol y Cwmni, gan gynnwys Bwrdd y Cyfarwyddwyr.

Cynrychioli'r cwmni: Mabwysiadu ymagwedd ragweithiol wrth ddatblygu cysylltiadau â rhanddeiliaid allanol er mwyn hyrwyddo'r cwmni a datblygu ei enw da yn lleol ac yn genedlaethol.</td><td colspan="2">Hanfodol:
• Profiad o reoli staff a is gytundebwyr i wireddu ystod o brosiectau.
• Profiad helaeth o redeg prosiectau o'r dechrau i'r diwedd
• Profiad o weithio gyda rhanddeiliaid o amryw o sectorau gan gynnwys llywodraeth, ynni a chymuned.
• Profiad helaeth o reoli cyllidebau mawr ac adrodd i arianwyr.
• Profiad o sefydlu a rheoli byrddau cynlluniau.
• Profiad o ysgrifennu ceisiadau am arian llwyddiannus.
• Gwybodaeth ddigonol am wahanol raglenni ariannu yng Nghymru
• Gwybodaeth ddigonol am faes ynni a rôl y gwahanol rhanddeiliaid yn lleol a rhanbarthol.
• Sgiliau cyfathrebu ardderchog
• Gwybodaeth o bolisiau llywodraeth ar lefel Cymru a Phrydain
•
Dymunol:
• Profiad o gyfrannu at ymarferion ymgynghori cymunedol
• Gwybodaeth o dechnoleg ynni e.e. hydrogen, solar a batri.
• Profiad o'r broses cynllunio yng nghyd destun sector ynni.
• Deallwtriaeth o'r gadwyn gyflenwi o fewn y sector ynni.
• Perthynas a rhwydweithiau gyda rhanddeiiaid rhanberthol a chenedlaethol yn y maes ynni.</td></tr>
<tr><th colspan="2">Cymwysterau</th></tr>
<tr><td>Hanfodol:
• Addysg hyd at lefel gradd</td><td>Dymunol:
• Cymhwyster rheolaeth
• Cymhwyster rheoli prosiect</td></tr>
<tr><th>Nodweddion</th><th colspan="2">Arall</th></tr>
<tr><td rowspan="4">Mae'r rhain yn disgrifio'r nodweddion yr ydym yn eu disgwyl gan unigolyn yn y swydd hon.
• Atebol
• Trefnus
• Agos-atoch
• Ymrodddedig</td><td>Trwydded yrru DU lawn a mynediad i gar</td><td>Ie</td></tr>
<tr><td>Parodrwydd i deithio</td><td>Ie</td></tr>
<tr><td>Parodrwydd i weithio tu allan i oriau gweithio cyffredin</td><td>Ie</td></tr>
<tr><td></td><td></td></tr>
</table>