

Randolph Renewables Group Director – Northern Ireland

Magherafelt, Northern Ireland (Full Time)

Job Description

Randolph Renewables Ltd. ('The Group') is the Head Company of a Group of individual Companies operating in the UK energy sector. Taken together the Group offers a suite of products and services that create and support energy projects, particularly wind energy, for their entire lifetime.

The main Companies in which the Group has an interest comprise:

- **Farm Energy Northern Ireland (FENI)**
A membership group comprising businesses and individuals in the Northern Ireland rural sector who have an interest in energy, both from a generation and efficient use point of view;
- **Farm Energy Northern Ireland Trading (FENI Trading)**
A company that provides a range of optional commercial products and services to FENI members, currently focussed on ROC trading and Power Purchase Agreements;
- **Realise Energy Services Ltd. (RES)**
A specialist energy engineering company;
- **RG Developments Ltd.**
A company that specialises in the acquisition and development of pre-construction or operational renewable energy assets; and
- **Future Renewables Eco Energy Ltd.**
A renewable energy investment company.

As part of continued and strong growth, the Group, whose headquarters are in Edinburgh, Scotland, is now looking for an ambitious and self-motivated individual who, in the role of Group Director (NI) can represent the interests of all the Group Companies in Northern Ireland ('NI').

The post will be based in the Magherafelt offices of Group Company, FENI, and the successful individual will be responsible for developing and delivering a NI-focused 3-year business plan as an integral part of the Group's overall UK-wide business plan.

As well as delivering current commercial opportunities in an efficient manner, the Group Director (NI) will also identify and develop new opportunities, markets and ideas in conjunction with each Group Company and in agreement with the Board.

Given the many companies under the Group who all have a commercial opportunity in NI, the Group Director (NI) will also be responsible for co-ordinating and growing the Group's overall business activities in the region, and, in particular, its sales and business development activities, driving growth and efficiency.

Being based in the NI FENI office, the Group Director (NI) will therefore also be the Group's director directly responsible for the co-ordination of FENI and FENI Trading and the delivery of the companies' business plans as an integral part of the Group's overall plan. As such the postholder will be on the Board of Directors of FENI and will have responsibility for staff and reporting to the RR and FENI Boards.

The Group Director (NI) will be expected to quickly build a strong profile and credible reputation in the renewable energy and wind energy sector in Northern Ireland and become a recognised and highly regarded 'face' with all the Group's customers and within the industry as a whole.

Job Requirements:

- You will be able to build strong personal links with new and existing customers across the Group businesses in NI;
- You will be able to lead co-ordinated marketing activity and the progression of commercial opportunities and business growth and development;
- You will be able to maintain and grow the Group's strategic position in the NI marketplace (and potentially ROI in due course);
- You will strategically represent the Group's interests with all relevant organisations, (e.g. NIE, SONI, NIREG, etc.) and with other key parties, (e.g. solicitors, landowners, politicians, etc);
- You will have a sound understanding of the key elements of company accounts and management accounts and be able to interpret them and clearly communicate any implications of their contents for a business and a Board of Directors; and
- You will be able to clearly demonstrate significant financial growth of the Group's NI interests as a direct result of your appointment in line with agreed performance targets.

The Person

- You will have a strong knowledge and understanding of the renewable energy industry in Northern Ireland, particularly wind energy and energy-related economics;
- You should be able to demonstrate a proven track record of successful business development and commercial aptitude, in particular an ability to plan and prioritise sales and customer activities;
- You should be able to work with Boards to develop and implement business development and marketing strategies enabling companies to maintain and grow income and customer base, managing a product and service mix, pricing and margins according to agreed aims;
- You will be experienced in and recognise the importance of financial, operational and commercial reporting of business activity and performance to a Board of Directors against agreed business plan targets;
- You will excel at commercial negotiations and concluding contractual agreements;
- You will be able to manage a small professional team both in-house and at arms-length, recognising individuals' strengths and merits;
- You will be experienced and comfortable representing the Group at company-organised events and wider public and industry events and, more specifically, in public speaking and delivering presentations on behalf of the Group and its individual companies;
- With a proven track record in leadership and an aptitude for directing, you will be dynamic and self-motivated with an enthusiastic, hands on approach and with a keen interest in the renewable energy / wind sector;
- Working with and reporting to the FENI and Group Boards, you will be a team player, with good interpersonal and communication skills, entrepreneurial abilities and a recognition that the role could be demanding yet dynamic and exciting;

- You will have excellent communication skills & a proven ability to build relationships with a variety of partners, funders, consultants, contractors, landowners and regulatory authorities; and
- You should be a competent user of standard IT tools including Excel. Experience of Xero and CRM's / Salesforce, would be an advantage but not essential.

Additional Requirements

- Full, clean UK driving licence

Interested candidates should send a detailed C.V. and covering letter outlining your suitability for this role to: enquiries@randolphgroup.co.uk

An attractive remuneration package will be offered to the successful candidate and will be commensurate with experience.