



Invitation to Qualified Applicants for the Role of

BUSINESS DEVELOPMENT & INNOVATION MANAGER

Wigton Windfarm Limited (Wigton), is looking for a driven and highly responsible Business Development & Innovation Manager to lead the charge for sourcing and assessing new investments and closing deals to meet strategic growth and profitability goals. If you have a passion delivering on-target results for business development and innovations, with a track record and impeccable reputation for forming trusting and sustainable relationships and love working collaboratively, we encourage you to apply for this exciting new role.

About the Role and the Person

The Business Development and Innovation (BD&I) Manager works closely with the top leadership and the Board and balances the responsibility for leading the business development strategic planning cycle as well as identifying, assessing and closing deals to meet the company's targets. The role needs to be filled by an energized leader who will embrace the Wigton team culture and have a demonstrated drive to learn various industries and convert investment prospects to winning deals.

Qualifications, Experience and Profile:

MBA or MSc in Finance, Marketing, or a related discipline.

- Over 5 years' experience in business development with a track record for successfully closing and integrating transactions in highly competitive and challenging markets and involving large capital projects, mergers, and acquisitions.
- Experience in business and financial analysis, as well as skills in financial modelling, database, and spreadsheet management.
- Experience with packaging investments and participating in preparing complex bids (private and public).
Strong project management skills and a commercial mindset.
- Excellent communication, presentation, and negotiations skills.
- Self-motivated, outstanding work ethic and tenacious.
- Track record for building strong relationships and closing deals.
- Highly organized with penchant for meeting deadlines and business promises and obligations.
- People-oriented and a passion for developing talent and managing performance to a high standard.

The Business Development & Innovation Manager have these core responsibilities:

1. Leading the BD function to identify, assess, and close new transactions to deliver the strategic plan, financial targets and other KPIs.
2. Leading the development of the BD strategy to support the 3-year goals for diversification of energy/non-energy profit ratios.
3. Developing and leading a nimble BD&I team to build alignment to the vision, deliver performance levels and work seamlessly in a collaborative and agile team culture.
4. Leading constant research to identify trends and new investment opportunities to grow revenue streams, meet strategic targets, and isolate potential barriers to be overcome.
5. Developing multi-tiered relationships to grow business, build referral and lead generation networks, and implement new business models to fit new ventures.
6. Leading the potential partner engagement and relationship building process for new business opportunities/ventures towards successful conversion.
7. Conducting the financial and project analyses, with the supporting network of professionals to facilitate decisions and package winning bids.
8. Leading the investment handover process to operationalize new investments through transfers to subsidiary management divisions.
9. Being an active networker at conferences, investment promotions and business-building fora, locally, regionally, and internationally.
10. Ensuring the performance scorecard and pipeline progress are reported on an on-going and proactive basis with key stakeholders and make presentations to the board/committees on the BD&I portfolio and strategic initiatives.

Applications should include a current curriculum vitae forwarded by email in confidence, by February 16, 2024, to: Confidential@greatpeoplesolutions.com with the subject line "WIGTON - Business Development & Innovation Manager". A secondary screening will be required in the process of short-listing.

We thank all applicants for their interest, however, regret to advise that only short-listed candidates will be contacted.