

## Manger of Partnerships & Business Development, Greater Toronto Area

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Recognized as a leader in innovative energy solutions, Creative Energy designs, builds, owns and operates innovative, sustainable district energy systems across Canada.

From designing and building, to maintaining and operating, Creative Energy's team has a client-focused, community-vested approach to projects that deliver outstanding quality and service while providing tangible value for continued growth.

In addition to owning and operating one of Canada's largest thermal networks in downtown Vancouver, we provide value to developers, landowners, end-users and the broader community through flexible thermal and electrical neighbourhood energy systems. Our projects focus on innovation, resiliency, and sustainability, and span across a broad spectrum of technologies including geo-exchange, ocean-exchange, cogeneration, microgrids, solar PVs, biomass and sewer heat recovery.

Serving Canadian's for over 50 years with an energy reliability rate of 99.99%, our recent expansion into Toronto creates an exciting opportunity to develop the new Mirvish Village district energy system and microgrid, while helping to establish Creative Energy's carbon-free platform in the Greater Toronto Area (GTA).

### Role Overview

This hybrid role blends technical expertise, relationship management, and marketing savvy into one opportunity to play a key role in a growing platform. We're looking for a high-energy individual to join our team who can support project management, lead pursuits for new developments, drive our marketing efforts, strengthen existing relationships, and help create new partnerships.

The ideal candidate will be an engineer or urban planner with a background in thermal energy, building design, and/or sustainability; experience with business development, an interest in marketing, and a drive for innovation. District energy experience is an asset.

- **Reports to:** Vice President of Development
- **Internal stakeholders:** Colleagues based in the Vancouver and Toronto offices, including the corporate leadership team, Board of Directors and equity partners
- **External stakeholders:** Developers, consultants, contractors and municipalities

### Key Responsibilities

Primary responsibilities include driving the creation of new district energy opportunities, supporting the leadership team with strategic relationship outreach and helping to grow Creative Energy's footprint across Canada.

#### Quality Communications:

- Supporting our delivery team with project management of our active projects in Ontario

- Leading feasibility and pre-feasibility studies for the development of new district energy systems
- Developing energy forecasts for neighbourhoods
- Analysing system options and business cases
- Maintaining our website, including new projects, current developments, regulatory applications, corporate vision and job postings

#### **Strategic Partnerships:**

- Supporting proposals and presentations
- Developing marketing content to appeal to key audiences
- Tracking and pursuing networking opportunities in the relevant industries within the GTA
- Building, maintaining and prioritizing strong industry partnerships

#### **Growth Initiatives:**

- Marketing and business development duties, including driving an active presence on social media and enhancing profile in industry publications or events
- Staying current with relevant carbon and energy codes and policies
- Tracking trends and industry news to contribute additional value in growth strategies and initiatives

### Qualifications

- Degree in Mechanical Engineering or Urban Planning
- 7+ years relevant work experience
- Exceptional interpersonal skills, able to collaborate with colleagues, project teams, customers and external stakeholders
- Marketing experience and/or interest
- Business Development experience
- Excellent written and oral communication skills
- Demonstrated contractual negotiation capability
- Solid time management, organizational and planning skills
- Experience engaging with project stakeholders to ensure seamless delivery of critical outcomes
- District Energy experience and a Professional Licence (engineering or urban planning) is an asset

### Interested?

If you are interested in joining us, please submit your resume and cover letter to [careers@creative.energy](mailto:careers@creative.energy).