

Position Title	Senior Consultant CCS Technology
Business Unit	Commercial
Manager	General Manager Commercial
Direct Reports	N/A
Location	Washington DC, USA
Role type	1.0 FTE
Significant relationships	<p>Liaise and engage with:</p> <ul style="list-style-type: none"> ■ Client Engagement team to undertake delivery of fee for service work and sell thought leadership outputs; ■ Advocacy team to promote thought leadership outputs; and ■ Commercial team, Members and clients to deliver commercial outcomes.

Position purpose

The Senior Consultant CCS Technology operates globally and is responsible for delivering thought leadership and fee for service work to achieve revenue targets.

Key responsibilities

- Contribute to growth of the Institute's commercial business by contributing to the development of proposals for fee for service work and participating in business planning activities
- Provide market-valued, authoritative insights and analysis to Members and clients by maintaining and using deep knowledge of CCS technology, markets, trends, industry practices, regional, global and subject matter developments
- Produce, edit and publish materials about CCS issues, conveying information appropriately for intended audience and medium
- Deliver high-quality work products to meet and exceed expected timeframes, budget (costs and margins) and Member and client satisfaction
- Provide expertise and support for advocacy activities, including thought leadership outputs
- Other duties as required

Skills and experience

Essential

- Recognised scientific/engineering expertise in carbon dioxide capture technologies demonstrated through relevant project, OEM, consulting or research experience
- Strong technical writing skills
- Experience in undertaking techno economic assessments of carbon dioxide capture and/or energy technologies
- Engineering or other relevant tertiary qualification

Desirable

- Demonstrable commercial acumen
- Experience working in a global organisation with a matrix structure
- Demonstrable scientific/engineering expertise in electricity generation technologies, and industrial processes that are significant sources of carbon dioxide emissions.

Values

Our Values define our culture and guide us internally in our day-to-day work. Each Value is supported by examples of positive and negative behaviours. These are examples only and not an exhaustive list of supporting behaviours.

<p>Quality - We strive for excellence in all that we do. For our Members and clients, we are a trusted, knowledgeable and responsive partner known for exceptional advice and service delivery.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Achieves high standards — Improves the way things are done — Work is accurate and timely — ‘Gets under the skin’ of issues and seeks ways to add value — Uses systems effectively e.g. CRM — Allocates resources appropriately towards achievement of the Institute’s objectives — Shows awareness of task interdependencies and monitors tasks to ensure optimal results 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Misses deadlines — Produces limited or poor quality work output — Work includes inaccuracies or errors — Unresponsive to requests or responses not timely — Provides only what is asked for, without considering requests within broader context — Uninterested in needs of others or improving service performance — Focuses on tasks in isolation, at the expense of other work
<p>Collaboration - We work cooperatively with colleagues, clients and Members. Our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Proactively and genuinely collaborates with others as a normal way of working — Actively engages with others on their input — Considers a range of perspectives before reaching a conclusion — Approachable and shares information willingly — Actively participates in discussions and is appropriately assertive and sensitive in expressing own opinion — Communicates effectively via appropriate channels — Communicates appropriately for the audience and situation 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Works in isolation, in silos or competitively — Unwilling to collaborate or share information — Limited or no communication to manage expectations — Solicits input late, after a decision has been made or not at all — Feels threatened by those with greater or different knowledge or experience — Undervalues expertise of others — Communication is not tailored to the audience — Unable to convey complex information simply — Communication is ineffective or culturally inappropriate
<p>Integrity - We hold ourselves and each other to the highest standards in all we do and say. Our actions and communications are Member and client-responsive, socially, environmentally and economically responsible, ethical and respectful of diversity.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Complies with Institute policies and procedures — Is honest and ethical — Respects backgrounds and expertise of others — Treats people fairly, equitably and respectfully — Leads by example – ‘walks the talk’ — Conveys difficult messages effectively and appropriately 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Takes risks without understanding or considering the impact — Blames or makes others responsible for a problem they should deal with themselves — Operates in a political and self-serving manner — Sees cost management as someone else’s responsibility — Avoids tough conversations — Tackles sensitive issues in a public forum where others can overhear — Spreads gossip and speaks unkindly about others