

Position Title	Senior Consultant Policy and Finance
Business Unit	Commercial
Manager	Principal Consultant Policy, Legal and Regulatory
Direct Reports	N/A
Location	Australia, US or UK
Role type	1.0 FTE
Significant relationships	Liaise and engage with Client Engagement, and Advocacy teams, Members and clients to execute and deliver commercial outcomes.

Position purpose

The Senior Consultant Policy and Finance operates globally and is responsible for business development and delivery of consultancy services to achieve revenue targets, in addition to providing member services, producing thought leadership reports and supporting advocacy activities.

Key responsibilities

- Identify and develop specific opportunities to provide consultancy services to clients including client liaison, negotiation and writing proposals
- Deliver consultancy services to clients, at the agreed utilisation rate, contributing to overall revenue targets
- Support the ongoing development and implementation of the Institute's Business Development Strategy
- Participate in business planning activities
- Maintain deep knowledge of policy and commercial issues relevant to CCS, markets, trends, industry practices, regional, global and subject matter developments
- 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
- Provide expertise and support for advocacy activities, including thought leadership outputs
- Maintain and comply with commercial related system process and procedure requirements, such as accurate and timely data input
- Other duties as required

Skills and experience

Essential

- Strong technical writing skills, specifically for clients and or external parties
- Demonstrated commercial acumen and business development skills
- Relevant experience in identifying opportunities, building strategic relationships and networks internally and with clients, managing clients and pursuing new business
- Relevant experience related to CCS or climate policy, specifically policy analysis and development:
 - in a consulting or engineering organisation providing services to CCS projects, or

— as an employee of a CCS project, technology developer or relevant governmental organisation

- Recognised expertise in field of specialisation
- Relevant tertiary qualification

Desirable

- Experience working in a global organisation with a matrix structure

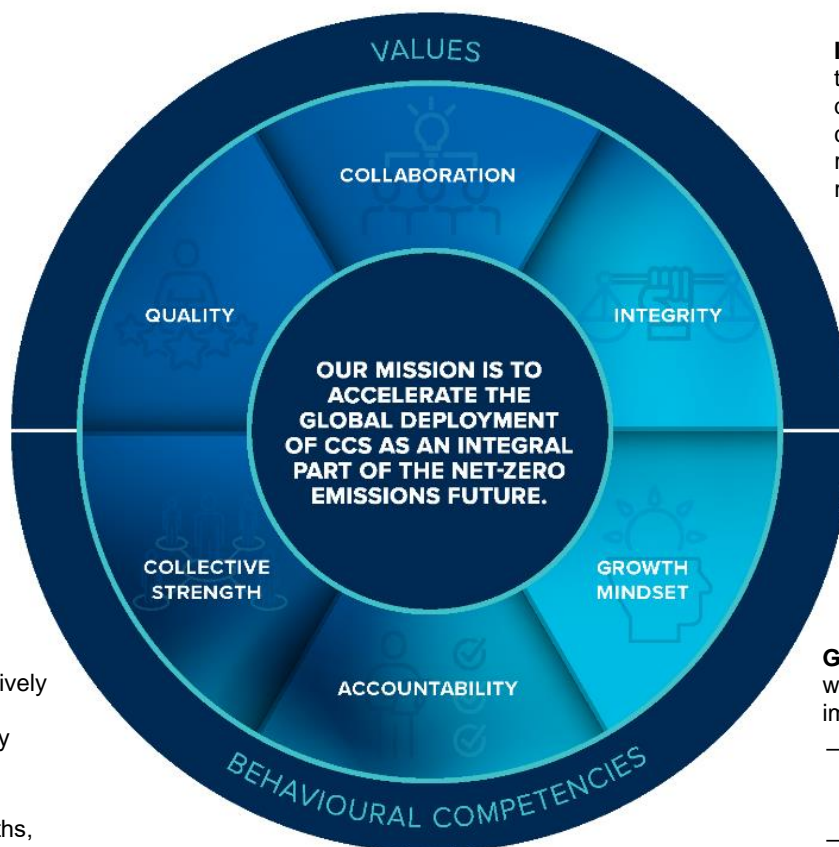
Values

Our Values underpin the way we do things at the Institute and guide us internally in our day-to-day work. The following Behavioural Competencies align with Our Values with the aim to amplify each aspect and are essential to ensure the achievement of Our Mission.

Collaboration - We work cooperatively and our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.

Quality - We strive for excellence in all that we do. We are a trusted, knowledgeable and responsive organisation known for exceptional advice and service delivery.

Integrity - We hold ourselves to the highest standards in all we do. Our actions and communications are responsive, ethical and respectful of diversity.



Collective Strength - You actively develop and leverage the Institute's collective strength by

- Honouring and acknowledging your colleagues' skills, strengths, and contributions.
- Building meaningful relationships on a foundation of trust, mutual respect, appreciation and empathy with colleagues, Members, clients, and partners.
- Facilitating people and ideas coming together beyond hierarchical and organisational boundaries through effective communication, knowledge sharing, and proactively seeking input.
- Exhibiting dedication to our purpose, your role, and what we can achieve together.

Accountability - You hold yourself and others accountable by

- Taking personal responsibility for deliverables.
- Keeping a focus on delivering outputs that are accurate, timely, and of a high standard.
- Acknowledging ownership and accountability to promote solutions.
- Identifying areas for improvement across the Institute and appropriately providing feedback to those responsible.

Growth Mindset - You seek ways to continuously learn and improve by

- Fostering an environment open to diverse ways of thinking and operating.
- Seeking, providing, and responding to feedback in a productive and respectful manner.
- Recognising the limits of your own experience and skills and taking proactive steps to grow them.
- Embracing failures, challenges, and setbacks as opportunities for growth and learning.
- Engaging in honest self-reflection and actively applying lessons learnt.