

POSITION DESCRIPTION

GENERAL MANAGER – BUSINESS DEVELOPMENT AND ENGAGEMENT

ROLE TYPE | (1.0 FTE, ONGOING)

TEAM | BUSINESS DEVELOPMENT AND ENGAGEMENT

LOCATION | AUSTRALIA, UK, TEXAS, OR WASHINGTON D.C.

MANAGER | CEO

DIRECT REPORTS | BD ADMIN LEAD, HEAD OF MENA, REGIONAL BD LEAD APAC, REGIONAL BD LEAD EUROPE, REGIONAL BD LEAD AMERICAS, AND BRANCH REP JAPAN



**GLOBAL CCS
INSTITUTE**

WHO ARE WE | A FOR-PURPOSE ORGANISATION

VISION

CCS is an integral part of the net-zero emissions future.

MISSION

To accelerate global deployment of CCS.

“We champion a sustainable future with global collaboration on CCS”.

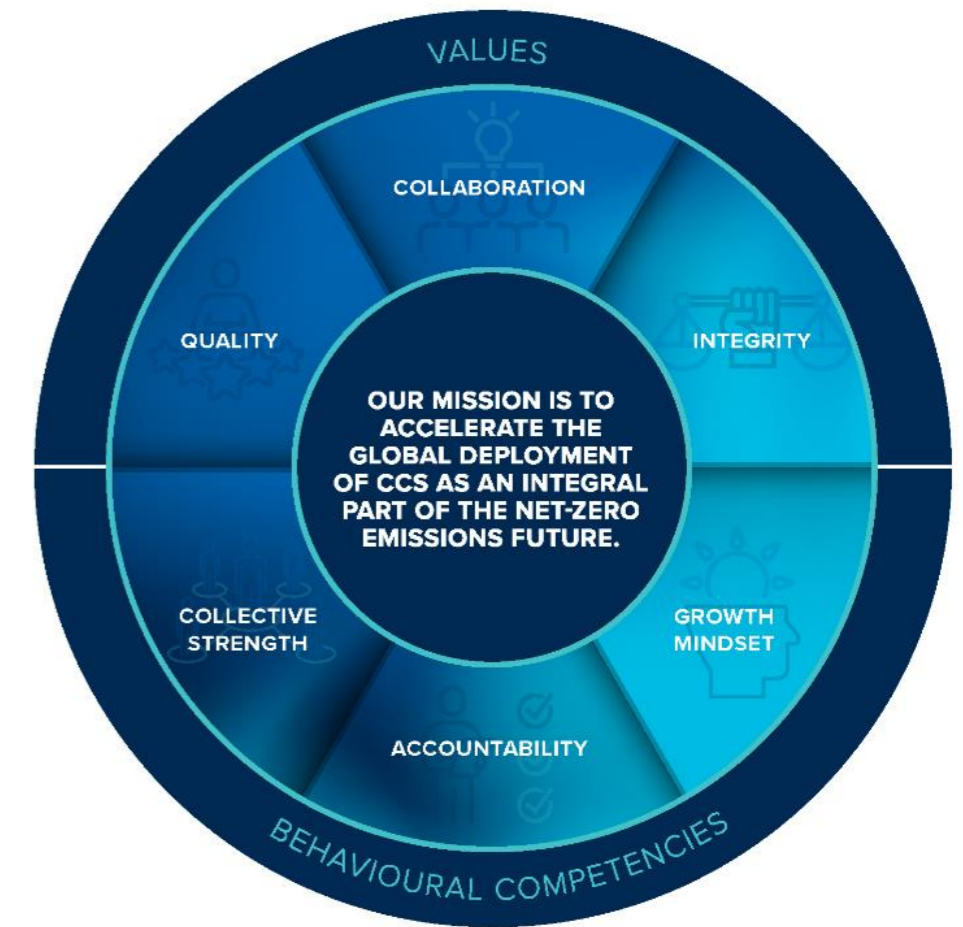
WHAT ARE WE | AN INTERNATIONAL THINK TANK

Over 200 members across governments, global corporations, private companies, research bodies and NGOs, all **committed to a net-zero future.**

Approximately 60 staff globally; Office locations include Melbourne (Head office), Houston, Washington D.C., London, Brussels, Abu Dhabi, Beijing, and Tokyo.

Collectively, our CCS subject matter expertise spans (a) carbon capture, transport, and storage technologies, (b) CCS policy, legal, and regulatory frameworks, and (c) CCS finance and economics.

Together, reinforced by our **Values** and **Behavioural Competencies**, we lend our skills and expertise to tackling the climate change challenge by **delivering impact for CCS**, changing the world for the better.



HOW WE OPERATE | VALUES AND BEHAVIOURAL COMPETENCIES

Our **Values (Quality, Collaboration, Integrity)** underpin the way we do things at the Institute and guide us internally in our day-to-day work. Our **Behavioural Competencies (Collective Strength, Accountability, Growth Mindset)** complement our Values with the aim to amplify each aspect and are essential to ensure we deliver impact for CCS.



PEOPLE LEADERSHIP PRINCIPLES



Lead By Example

- Set clear expectations and hold yourself and others accountable for behaviour and performance.
- Invite and respond to feedback.
- Seek different perspectives and facilitate healthy debate.
- Demonstrate a commitment to our Values and Behavioural Competencies.



Develop Your Team

- Get to know each team member's career goals.
- Enable each team member to explore future career options.
- Coach team members to achieve behavioural expectations and performance goals.
- Find ways to leverage each team member's strengths and abilities.



Create Opportunities

- Offer feedback to drive learning and growth.
- Encourage and explore new ideas.
- Identify growth projects and or options for your team.
- Give your team members autonomy whenever possible.

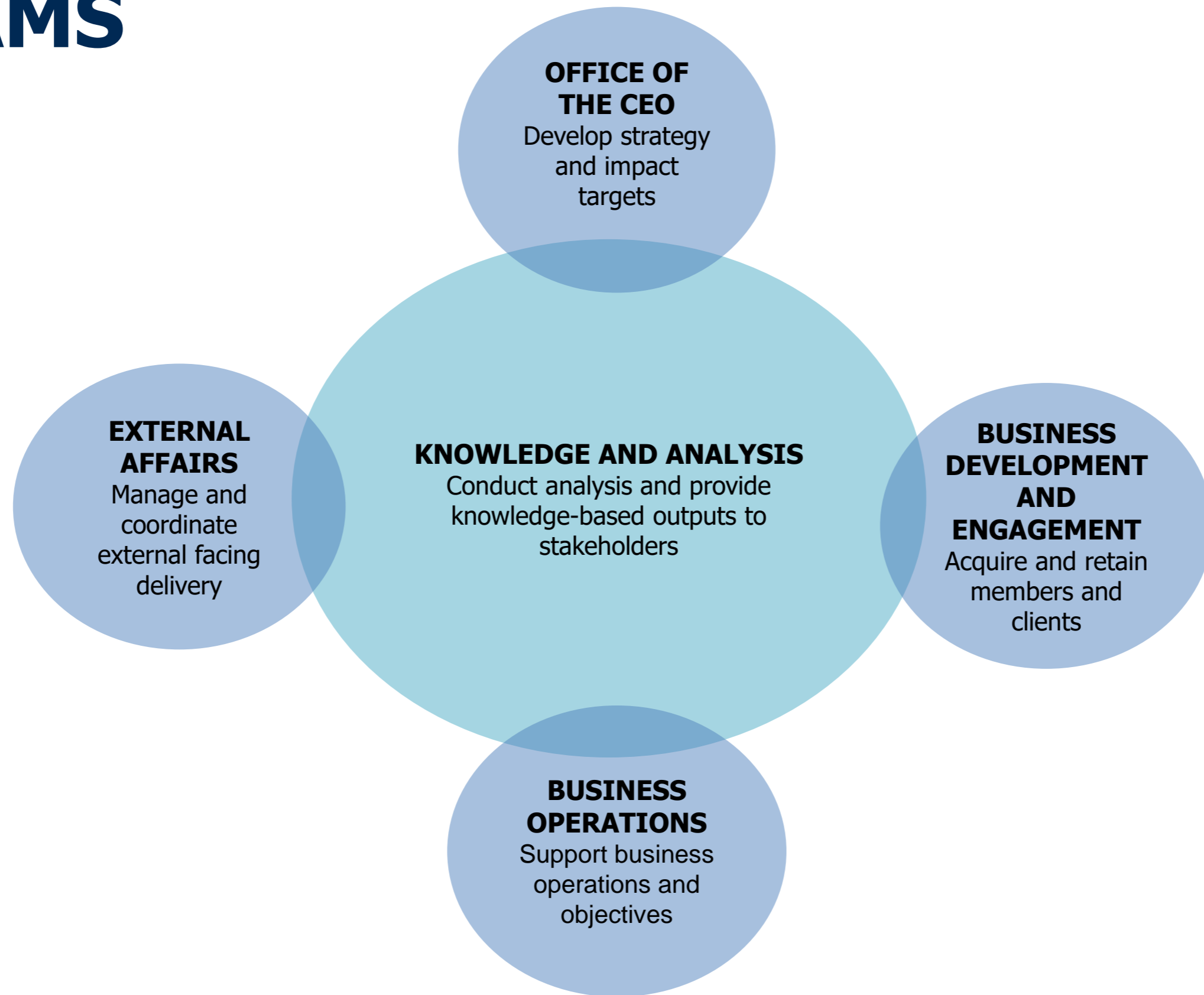


Build Relationships

- Provide support and open, honest two-way communication.
- Acknowledge efforts and outcomes of others.
- Share knowledge and information across teams.
- Act on signs someone may need assistance.



OUR TEAMS



HOW YOU CONTRIBUTE

Business Development and Engagement operationalise global strategies related to Member and client acquisition and retention.

General Manager Business Development and Engagement develops profitable business opportunities with new and existing Members and clients aligned with the Institute's strategic priorities.

KEY RESULTS IN PRACTICE

- Support and drive cross-functional collaboration to achieve team and Institute objectives.
- Increase in annual revenue aligned with strategic priorities and budgets.
- Seek and act on Member and client feedback.
- Establish and implement practices that mitigate risks and support sustainable growth in mature and developing markets.
- Embrace and uphold staff to behavioural and cultural expectations, with a team engagement score in the top 25% compared to market.

CONTRIBUTIONS IN PRACTICE

- Lead and steer organizational success and strategic initiatives as a Leadership Team member.
- Manage business unit operations, staff, and budget, including input into the development and execution of the annual business plan.
- Develop and execute global Business Development and Engagement strategy aligned with strategic priorities.
- Create, maintain and grow effective relationships with new and existing Members and clients to maximise revenue growth.
- Build and execute against a targeted pipeline of potential new Members and clients consistent with the Institute's strategic objectives.
- Establish schedule of services and value propositions for Members and clients by harmonising work programs.
- Act as designated relationship manager for high value Members, clients, and strategic partners.
- Manage strategic external relationships.
- Manage and lead a team, fostering growth, performance, and cross-functional collaboration.
- Promote the Institute at events and in the media, delivering key messages.
- Oversee content and accuracy of information on Members Portal.
- Support Leadership colleagues in other geographies by providing on the ground support with people, client and operational matters.
- Other duties as required.

YOUR CAPABILITIES

Qualifications

- Relevant tertiary qualification

Attributes

- Humility
- Results focused
- Commercially astute
- Integrity
- Adaptability

Skills

- Executive leadership
- Negotiating and influencing
- Strategic business development and relationship building
- Demonstrated written and verbal communications
- Networking

