



Commercial Director (Edinburgh)

Company: Nova Innovation Location: Edinburgh, UK

If you would like to apply, please email your CV with **a tailored covering letter** to applications@novainnovation.com explaining why you think you would be suited to this position, your reasons for applying and other pertinent information e.g. available start date, relocation/visa status.

Applications without a covering letter will not be read.

For the Subject field in your email, please use: **Job application: 22014 Commercial Director**

Summary

Nova Innovation is recruiting a Commercial Director to strengthen its Board and Executive Team. The Director will be responsible for sales, the development, implementation, and delivery of commercial strategy, as well as building the commercial team and hands-on sales delivery. The role will also involve helping deliver the investment and M&A strategy to achieve the company's mission.

The Role

The ideal candidate will have a strong track record in leadership and commercial development, ideally with board experience.

Responsibilities

Responsibilities will include:

- Commercial strategy
- Sales
- KPI & business plan development
- Financial model optimisation to maximise profit and shareholder return
- Growth and profit optimisation
- M&A and investment activities
- Identifying new business and new markets
- Building relationships with clients and stakeholders
- Developing accurate project bids with the help of other departments
- Negotiating and closing deals
- Client focus and fulfilment to deliver profitable projects to time and to budget
- Other related duties as required by the business

Attributes & Experience

We are looking for applicants with the following experience and essential attributes:

- Leader
- Driven
- Networker



- Team player
- Commercially 'savvy'
- Adept at identifying profitable opportunities and efficiently picking winners
- Commercial experience with a proven track-record in negotiating and closing deals
- Positive and friendly personality, with a 'can-do' attitude
- Able to work flexibly and communicate well within a small, cross-discipline team
- Self-motivated and capable of meeting tight deadlines
- Excellent presenter with strong writing skills
- Willingness to travel across the UK and internationally

Additional attributes and experience include:

- Extensive network of relevant business contacts
- An instinct to make things better
- A determination to deliver success

Background to Nova Innovation

Nova Innovation is a world-leading marine energy company delivering proven marine energy technology with global potential. We design, build, and operate marine energy projects and have offices in Scotland, Ireland and Canada.

Nova has a strong track record for growth and delivery, including deploying the world's first offshore tidal array in Shetland, Scotland in 2016; successfully building the world's first baseload tidal power station in partnership with Tesla in 2018; and is now delivering projects in France, Canada and Indonesia.

With a full order book in tidal energy and a move into broader marine energy projects, Nova is looking for a Commercial Director to join the team and drive the growth of our company.

Conditions, remuneration and benefits

The position is executive, hands-on and full-time, with some flexibility for a candidate with strong levels of experience.

Competitive and highly incentivised remuneration package. Basic salary £60 – £90k, plus options and package, including pension, health care and other company benefits.

Annual holidays are 25 days per annum plus 8 public holidays (with a pro rata adjustment for part-time roles).

Nova values an inclusive and diverse team and will always try to make a role work for a promising candidate. If you would like to discuss this role, including any adjustments you may require please get in touch via the email above.

We look forward to hearing from you.