



(Associate) Director, Commercial and Industrial (Commercial Advisory)

Location

Melbourne or Sydney CBD

Reports to

Head of Advisory

Company Description

CORE Markets helps organisations navigate commercial decision-making across power, carbon and environmental markets. We work with corporates, project developers, investors and wholesale market participants to understand what is changing across these markets, what it means commercially, and how to act on it with confidence.

We combine a market intelligence platform, advisory services, and market transactions - giving clients on-demand access to data, analysis and tools alongside direct support when they need it.

Our Commercial Advisory team delivers strategic insights, quantitative modelling, and market intelligence to support investment, trading, and policy decisions across the APAC energy and environmental market landscape.

Role Description

The role focuses on building our sales pipeline and opportunities with the demand market of commercial and industrial energy buyers.

This role is accountable for originating and delivering advisory and transaction mandates with large C&I customers, complex electricity demand, procurement, and decarbonisation needs.

The role will lead CORE Markets' market position with commercial and industrial energy market, define clear offerings with consistent scope and pricing, and act as the accountable owner of the business segment. While delivery will be supported by the broader Advisory team, this role is expected to personally lead commercial conversations, close early mandates, delivering capability scales beyond the individual.

Key Responsibilities

- **Origination and Sale:** Originate and win advisory engagements across the following (non-exhaustive) Advisory offerings: Energy & Power offtake transactions, procurement and/or decarbonisation strategy, financial and capital advisory, and commercial advisory, for large commercial and industrial energy users.

- **Develop product Offering Definition and Positioning:** Define and refine existing CORE Markets' C&I offerings, including products, scope, pricing frameworks, and value propositions.
- **Senior Client Leadership:** Act as a senior, externally credible representative of CORE Markets to clients, leading commercial and strategic conversations with senior stakeholders.
- **Internal Alignment and Leverage:** Work closely with the CEO, Head of Advisory, and Business Development Director to align C&I strategy and resourcing, leveraging delivery teams
- **Capability Build and Scale:** Produce and maintain high customer and product value in the delivery of services and strategy that leverages existing business development, delivery and product functions of the organization in an efficient way. C&I activity so the capability scales beyond the individual.

What we are looking for:

- A passionate individual looking to take responsibility for business results in a competitive, innovative market.
- Analytical thinking, capacity to adjust focus in a changing, high pressure and competitive environment preferably with startup experience.
- 10+ years of relevant experience including 4+ years with a large commercial/industrial energy user and 4+ years with an energy producer/trader/retailer.
- Detailed understanding of the NEM and the structure of the wholesale and retail markets and the opportunities of the digital transformation of the market.
- Exceptional Microsoft application skills esp. Excel, PowerPoint. You have impeccable judgment and integrity, you are a team player, a lateral thinker, and a clear communicator.
- An ambitious approach to the work environment and the ability to learn quickly and respond to incentives-based challenges.
- Experience in wholesale or retail Energy/ renewable energy markets, environmental markets, environmental commerce, environmental commodities and regulations a preference.
- Qualifications in finance, engineering, business, economics or related field.

Remuneration package

- This role represents an outstanding opportunity to work in a fast-paced environment. It would suit a candidate seeking to further their career in environmental markets The successful candidate will receive a highly competitive package.
- Performance-based bonus structure.
- Professional development and training opportunities.
- Collaborative, purpose-driven team culture.

Commitments to our Stakeholders

To our security holders: To generate economic value through innovative software solutions and services that deliver impact on climate change

To our employees: To provide an energetic, creative, ambitious and inspired work environment

To our customers: To provide innovative and competitive software products and services to lead them on their decarbonisation journey

Our values

We are respectful: we live and breathe CORE Markets' values of being helpful, straightforward and bold.

We are resilient: we have an inner strength that means we never give in.

We are intellectually curious: we seek to understand how the world works and we're always learning, adapting and improving.

We understand who our customers are: and because we know them really well, we always give them our very best.

We are loyal: we support the company's vision and strive to make a positive contribution to the success of CORE Markets.