

Position Title	Energy Business Development Coordinator		
Position Number	50350	Location	Darwin
Designation	TGEN Band 4 Senior Manager Admin		
Reports To	Energy Business Solutions Manager		

Northern Territory Government

Information for Applicants	Applications must be limited to a one-page summary sheet and an attached resume/cv. For further information for applicants and example applications see: Click Here
Special Measures	Territory Generation values diversity in the workplace that represents the community. Therefore, under an approved Special Measures Plan, Aboriginal applicants will be granted priority consideration for selection. For more information on Special Measures, go to the OCPE website .
Information about Selected Applicant's Merit	If you accept this position, a summary of your merit (including work history, qualifications, experience, skills, etc.) will be provided to other applicants to enable transparency and understanding of the decision. For further information see: Click Here

Organisational Context

Territory Generation is a Government Owned Corporation that was formed in 2014. We produce the majority of the electricity to provide power to the people of the Northern Territory. Our vision is to be the Northern Territory's trusted and respected energy services business.

Our actions, words and behaviours are guided by a core set of values that form the foundation of everything we do. Our values are **Focus, Integrity, Respect, Safety and Teamwork (FIRST)**.

We recognise that individually; our employees offer unique value and perspective, and we are committed to a workplace that supports people from all backgrounds.

Employee Responsibilities

Working within the Commercial team this position undertakes development and coordination of new business opportunities and existing operation transformation incorporating new technologies, aimed at meeting strategic energy objectives, customer expectations and improving business outcomes for Territory Generation.

Key Responsibilities

Focus	<ul style="list-style-type: none"> • Demonstrates an awareness of the Vision and objectives of the Corporation. • Develops individual objectives and, where requested by direct supervisor, adjusts priorities to the needs of the business. • Tracks own performance in line with objectives on a regular basis. • Actively participates in performance reviews and feedback processes. • Remain self-disciplined and calm under pressure.
Integrity	<ul style="list-style-type: none"> • Demonstrate the organisation's values. • Conduct business in line with the values and high ethical standards – considers values in business interactions. • Ensures compliance with legal, governance and policy requirements. • Deliver on commitments – where commitments cannot be delivered on, communicates openly and honestly and sets new timelines for delivery.
Respect	<ul style="list-style-type: none"> • Takes accountability and responsibility for own actions. • Readily shares knowledge and expertise with others. • Actively supports the team and organisational goals. • Treats change and new situations as opportunities for learning and growth.
Safety	<ul style="list-style-type: none"> • Demonstrates safe working behaviours in order to achieve an incident free and safe workplace. • Develops personal safety objectives. • Challenges unsafe behaviours from teammates. • Monitors and takes ownership of own safety performance.
Teamwork	<ul style="list-style-type: none"> • Helps teammates feel valued and included in discussions. • Places higher priority on team than individual goals. • Shares important or relevant information with team or other affected stakeholders in a timely manner. • Speaks positively of teammates and other employees. • Focuses on personal growth and addresses development gaps which will help the achievement of performance goals.

Role Responsibilities	
<p>Working within the Commercial team this position undertakes development and coordination of new business opportunities and existing operation transformation incorporating new technologies, aimed at meeting strategic energy objectives, customer expectations and improving business outcomes for Territory Generation. You will be highly driven and have excellent communication and organisational skills.</p> <p>Key accountabilities of the role include:</p> <ol style="list-style-type: none"> 1) Identify, plan, and manage the delivery of innovative new opportunities for business growth. 2) Development and management of strategic projects from concept through to final investment decision, including technical and economic feasibility analysis, navigating internal and external approval processes, and procurement and contracting. 3) Manage technical, commercial, regulatory, and legal advisors to undertake analysis and develop implementation business cases for agreed opportunities including risk and options analysis. 4) Lead the response to expression of interest and tender requests for commercial opportunities that align with Territory Generation's strategic direction as they arise. 5) Management of commercial opportunities to completion as required using the TGen project management and opportunity frameworks. 6) Lead Project risk / opportunity reviews, assist in evaluation of identified risks / opportunities and, with the Project Manager, develop and agree strategies and management plans with internal functions to mitigate identified risks and maximise identified opportunities. 7) Contribute to the development of Territory Generation's strategic direction through the provision of key technical, economic, and regulatory inputs to inform Executive and Board decision-making. 8) Development of stakeholder reports and presentations, including investment proposals, customer proposals, board reports and ministerial briefs. 9) Provide advice on power systems and power generation technologies, including new and emerging technologies aimed at meeting customer demand and improving business outcomes for Territory Generation. 10) Consultation across the business to capture stakeholder input and alignment 11) Apply the safety, environmental and quality policies, safety principles, corporate values, and strategies of Territory Generation. 	
Selection Criteria	
Essential	
<ol style="list-style-type: none"> 1) Demonstrated ability to comprehend commercial, economics and engineering elements of generation and energy sector. 2) Proven ability to provide professional advice on the development of energy projects and products to deliver strategic business outcomes. 3) Possess a high level of initiative and self-motivation, as well as having effective time management skills and the discretion to manage confidential information. 4) Well-developed commercial awareness and business acumen, with high level proven conceptual, analytical, risk management, planning and problem-solving skills. 5) An understanding of technical codes, regulatory frameworks, standards and proven ability to deliver quality outcomes in a multi-disciplinary environment. 6) Experience in the preparation of project objectives, scopes, schedules, cost estimation, cash flows and cost management, with a proven ability to deliver high quality outcomes within competing timeframes. 7) Effective written, verbal communication and interpersonal skills, with an ability to interact effectively with different stakeholders and people of diverse cultures. 	
Desirable	
<ol style="list-style-type: none"> 1) Tertiary qualifications in commerce, finance, economics or engineering 2) Project and/or contract management qualifications. 3) Knowledge of thermal and renewable energy, energy markets (incl. regulation) and related technologies 4) Experience in Solar PV, BESS, Wind, Microgrids and standalone power systems will be advantageous 	
FURTHER INFORMATION	
The preferred candidate is required to undertake a pre-employment medical, and employment is conditional on the outcome.	
Approved May 2025	General Manager Commercial and Business Development
Closing Date: 06/07/2025	
Apply online: https://jobs.nt.gov.au/Home/JobDetails?rtfid=324684	

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Employee Responsibilities			
You work as part of a team to safely and efficiently meet your agreed objectives which contribute to the shared vision for Territory Generation. You actively demonstrate the organisation's values and take accountability for your performance and behaviour. Key responsibilities include development and coordination of new projects and business opportunities, including, Business case development:			
Focus	<ul style="list-style-type: none">• Demonstrates an awareness of the Vision and objectives of the Corporation.• Develops individual objectives and, where requested by direct supervisor, adjusts priorities to the needs of the business.• Tracks own performance in line with objectives on a regular basis.• Actively participates in performance reviews and feedback processes.• Remain self-disciplined and calm under pressure.		
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REVIEW / AUTHORISATION			
HR Review:		Date	
General Manager Commercial			
Chief Executive Officer:		Date	
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Closing date :06/07/2025			
Apply online: https://jobs.nt.gov.au/Home/JobDetails?rtfid=324684			