



DIRECTOR OF BUSINESS DEVELOPMENT

JOB & PERSON SPECIFICATION

MARCH 2025

POSITION:	DIRECTOR OF BUSINESS DEVELOPMENT
Reporting to:	CEO
Term:	Full-time
Salary:	Attractive base package + superannuation + bonus + ESOP participation
Location:	Adelaide

Company and Role Overview:

OptiGrid is a venture-backed company developing breakthrough technology to improve battery economics and enable the clean energy transition. Its proprietary electricity price forecasting and battery optimiser maximizes revenue from grid-connected batteries, substantially outperforming competitors.

Reporting directly to the CEO, the Director of Business Development is a pivotal role, responsible for growing market adoption of OptiGrid's solution and refining our commercial strategy. As OptiGrid's technology disrupts the battery trading market, we seek an entrepreneurial commercial leader who understands the complexities of renewable and battery development, and has a passion for accelerating the adoption of new technologies.

What the Job Involves:

- Driving revenue growth and market adoption of OptiGrid's products, leveraging existing and new strategic relationships with key stakeholders (including electricity retailers, renewable project developers and financiers, and power producers).
- Implement new commercial models, including deal structuring and contract negotiation, that align with customer needs and demonstrate the value and differentiation of OptiGrid's solutions.
- Refine and implement our commercial strategy to drive market adoption of our products and establish long-term partnerships with key customers in the NEM.
- Provide insights on market trends, competitive landscape, and business opportunities in a local and global context to inform strategic decision making.
- Utilise strong industry networks to establish new partnerships.
- Working closely with cross-functional teams to align technical and commercial efforts.

Who You Are:

- Extensive experience in the Australian electricity sector, including large scale asset development, financing, or investment.
- Great understanding of NEM, energy asset development and investment, and the decision-making dynamics across different segments.

- A strong industry network and a track record of converting market opportunities into tangible results.
 - Capable of understanding complex systems and translating them into actionable strategies that maximise commercial opportunities.
 - Passion for renewable energy and a proactive approach to achieving OptiGrid's mission.
 - Ability to inspire confidence and build strong relationships across diverse stakeholders.
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Desirable but Not Necessary:

- Experience in renewable energy project financing.
 - Experience with battery optimisation software or autonomous bidding systems.
 - Understanding of international energy markets beyond the NEM.
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What We Offer:

- Attractive salary package with bonus and superannuation.
- Generous Employee Share Options Plan offering significant growth potential.
- Flexible working arrangements: remote, hybrid, or onsite at our Adelaide office.
- Opportunity to be part of a pioneering organisation making a significant impact on the clean energy transition.
- Collaborate with a diverse team of researchers and industry experts who value innovation and creativity.
- Opportunities for career advancement as the company grows



HOW TO APPLY

Applications including a cover letter and CV should be addressed to Andrew Reed and Justin Hinora. Please visit henderconsulting.com.au to apply.

For a confidential discussion, please call (08) 8100 8827.

Please Note

Your application will be automatically acknowledged by a return email.