

# Position Description – Business Development Manager



Number

Revision

FORM-02-009

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Reports to: Chief Executive

Number of Incumbent(s): 0

## POSITION SUMMARY

Moltex Energy is building its business in North America from a base in Saint John, New Brunswick. Its first reactor will be built there, for New Brunswick Power. The successful completion of this project and the further development of the business will require Moltex to have strong relationships with provincial and federal governments, with the nuclear industry and with potential customers. Moltex needs continue to secure funding from governments and private investors and to maintain a public profile accordingly.

Building and managing all of these relationships is the role of business development.

This is an opportunity to join a business early in its development, a business that could have a global impact on the fight against climate change. Moltex's technology has the potential to have a transformative effect on energy production, delivering clean energy.

The role will be based in Saint John, but will require time to be spent in Ontario and elsewhere in Canada too. It might suit an Ontario-based person with regular trips to New Brunswick or vice versa. Expansion to the US seems highly likely too.

The person will work closely with and report directly to the CEO for North America. They will also have a dotted line to the Group Business Development Director in the UK and work closely with other members of the Moltex executive team.

## RESPONSIBILITIES

The successful person will be responsible for:

- Lobbying provincial and national governments: expanding relationships with civil servants and politicians to increase support for Moltex, including securing funding.
- Building relationships with potential customers: owner/operators in Canada.
- Building and maintaining strong links with the First Nations.
- Supporting the pursuit of private sector investment and establishing partnerships for future development phases.
- Building relationships with the industry, including potential partners, industry associations, academic institutions and relevant public sector bodies.
- Marketing and PR activities to support all of the above, including writing marketing materials, engaging with the press and representing Moltex in public.

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### EXPERIENCE/KNOWLEDGE

- Degree educated, in a science or economic subject.
- Highly articulate and a passionate communicator with strong spoken and written language skills.
- An experienced and capable presenter to both small and large groups.
- Highly numerate.
- Fluent in English; other languages, including French, would be useful.
- Sales and marketing experience in a large and/or complex business, including experience in dealing with both public and private sectors and the press.
- A structured approach to building and maintaining relationships.
- Direct experience of the nuclear industry in North America is not strictly necessary, but could be valuable.

### DURATION

- Permanent / Full Time

### REMUNERATION

- tbc depending on experience
- 50% comprehensive medical plan included
- 20 days vacation