

Business Development Executive – London

Introduction

Sumitomo Corporation Europe Ltd is a subsidiary of Sumitomo Corporation, a world leader in integrated trading and investment. We have access to a global network of more than 75,000 people across 66 countries. We take great pride in our technical know-how and operational ability, which is combined with a drive to keep customer service at the heart of what we do. To achieve this, we recruit high calibre individuals, we invest in their training, and give them accountability and responsibility as soon as they are ready. Find out more: www.sumitomocorp.com/en/jp/about.

Role

This role is in charge of business development for bioenergy/fuel projects such as biogas, bio-ethanol, Sustainable Aviation Fuel (SAF) across value chain, especially M&A of existing asset/company and also development of green field project.

In order to develop projects, it is also expected to take lead role for due diligence and feasibility study in collaboration with the internal back-office team as well as external advisors.

This role will report into the Department General Manager in the Pan-EU Bioenergy Department who is responsible for business development for the bioenergy business in the European region.

Scope

- In charge of business development work for bioenergy project such as biogas, bio-ethanol, SAF
- Taking lead for due diligence works and also feasibility study for both of M&A opportunities and green field development in terms of commercial/technical/legal review to evaluate project and make business case with managing internal/external advisors
- Initiating new partnerships and good relationship with key stakeholders/customers/authorities and regulator
- Negotiating contracts/agreements with counterparties such as business partner, off-taker, feedstock supplier
- Supporting and collaborating with other business departments within Sumitomo Corporation to create new business ideas in decarbonization industry
- Coordinating with the internal back-office team such as legal, accounting, risk management department to proceed with due diligence works.

Qualifications/Skills/Personal Qualities

Qualifications:

- Degree (no specific subject)

Experience/Skills:

- Experience in M&A transaction
- Experience and skills for managing project development and due diligence for investment including ability of valuation of asset/company, analysis of financial model, dealing with business/accounting/legal D/D
- Experience in business development in energy or infrastructure business

- Ability to communicate complex technical and regulatory information in a clear and concise manner
- Ability to adapt to dynamic and rapidly changing business environment
- Proficient in the use of MS Office packages
- Openness to learning and staying informed about emerging trends in the bioenergy and decarbonization sector
- Ability to work collaboratively with cross-functional teams
- Ability to take initiative, set strategic direction, and guide the team toward project goals

What We Offer

Company benefits include group pension scheme, private health insurance and free leisure centre/gym membership to name but a few.

To Apply

Please complete the Candidate Application Form (found on the vacancies page www.sumitomocorp.com/en/europe/sceu/career/current-vacancies) and send the form along with your CV to recruitment.sceu@sumitomocorp.com.