

# Business Development Executive – Norway

## 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](http://www.sumitomocorp.com/en/jp/about).

## Role

This role will be in charge of business development initiatives related to CCUS projects. CCUS projects encompass various aspects of the CCUS value chain, including but not limited to Carbon Dioxide Removal developments, Carbon Capture related business, CO2 storage and transportation development, and CO2 utilization projects involving Power-to-X. This entails involvement in trading businesses, M&As of existing assets/companies, as well as development, investment, or business partnerships with startups.

To facilitate project development, the role also entails taking a lead role in due diligence and feasibility studies, collaborating closely with internal back-office teams and external advisors.

**This role will report into both the Department General Manager and Manager of Pan-EU CCUS Department.**

## Scope

- In charge of business development work for CCUS value-chain projects including but not limited to Carbon Dioxide Removal developments, Carbon Capture related business, CO2 storage and transportation development, and CO2 utilization projects involving Power-to-X. Responsible for leading business development efforts for CCUS value-chain projects, encompassing Carbon Dioxide Removal developments, Carbon Capture initiatives, CO2 storage and transportation projects, and CO2 utilization projects involving Power-to-X technology
- Taking the lead on due diligence and feasibility studies for M&A opportunities, involving comprehensive commercial, technical, and legal reviews to evaluate projects and build business cases, while managing internal and external advisors
- Initiating new partnerships and fostering strong relationships with key stakeholders, customers, and regulatory authorities
- Negotiating contracts and agreements with counterparties such as business partners, off-takers, and feedstock suppliers
- Supporting and collaborating with other business departments within SCEU/SC/SCOA to generate new ideas in the decarbonization industry
- Coordinating with internal back-office teams, including legal, accounting, and risk management departments, to facilitate due diligence processes.

## Qualifications/Skills/Personal Qualities

### Qualifications:

- Bachelors degree or equivalent qualification
- Preferable: Degree in Finance, Accounting, Economics or Engineering
- Able to travel internationally.

### Skills/Personal Qualities:

- Self-manage time and priorities in an independent project role
- Capable of identifying opportunities aligned with company strategies and effectively communicating them to management
- Ability to pursue opportunities and expand networks in the energy and financial sectors
- Effective communication skills within a matrix organization on a routine basis
- Capable of collaborating with third-party partners while representing the best interests of Sumitomo Corporation
- Ability to adapt to dynamic and rapidly changing business environment
- Openness to learning and staying informed about emerging trends in the bioenergy and decarbonization sector
- Proficiency in English language, both oral and written.

## To Apply

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