

Position: Vice President, Commercial
Location: Vancouver, BC

Reporting to the Chief Commercial Officer, the inaugural Vice President, Commercial will be driving the commercial strategy and business development efforts for Iris Energy. You will be responsible for identifying business growth and project opportunities, as well as conducting feasibility analysis for the technical, commercial, and regulatory aspects of these opportunities. By conducting thorough feasibility analysis, you will provide critical insights to support decision-making and enable the company to pursue profitable and sustainable growth opportunities.

The Vice President will be involved in assessing different power markets, evaluating their viability, and determining their alignment with the company's strategic objectives. This will require you to analyze market trends, evaluate competitive landscapes, and assess potential risks and rewards. Additionally, you will be playing a crucial role in building strategic partnerships and managing key client relationships during the development phase. As a leader in the organization, you will be managing and developing a high-performing team, fostering a culture of innovation and collaboration.

Specific Responsibilities

- Identification of business growth and project opportunities and conducting feasibility analysis for the technical, commercial, and regulatory aspects of those opportunities.
- Evaluate different power markets with respect to power prices and grid connection opportunities.
- Manage the due diligence and commercial negotiations for new business development opportunities and M&A activities.
- Financial evaluation of strategic growth initiatives through ground-up analysis, to assist the Executive Leadership Team in understanding key strategic opportunities and operating and financial metrics.
- Coordinate with internal and external technical, financial, and legal teams and other stakeholders to implement and accelerate all project related work leading to investment decisions.
- Manage the commercial negotiations and development activities for identified projects, with a focus on securing land, permitting and connection activities.
- Oversee relationships with project stakeholders during the development phase, including landowners, transmission service operators, and local councils.
- Procure and negotiate power supply contracts for projects.
- Assist with the development of construction/equipment supply tenders and associated commercial discussions.
- Perform financial analysis, budgeting, forecasting, and reporting, including analysis and production of regular business development and financial reports for the board/senior management.
- Prepare research pieces, presentations and analysis on key issues facing the business.
- Assist the business in analyzing commercial metrics on various transactions, across bitcoin mining, electricity supply contracts, potential future renewable energy asset acquisition and development projects, and M&A opportunities.
- Input, as required, into relevant documents including investor presentations, monthly and quarterly reports, and website content.
- Input, as required, into the company's Annual Report and related filings.
- Manage a team of personnel to achieve the above activities.
- 25% - 40% travel required.

Candidate Requirements

The ideal candidate will have a strong background in corporate finance, banking, or infrastructure (including power and utilities), with exposures to infrastructure valuations and advisory, project development, deals modeling, investment banking, and infrastructure funds management. This individual will possess extensive experience in these areas, demonstrating a deep understanding of commercial evaluation and negotiation, including financial analysis and valuation techniques.

Familiarity with the power or renewable energy sector is ideal. Additionally, strong analytical and problem-solving skills, along with the ability to effectively manage complex financial models and transactions, are essential for this role. The ability to evaluate market trends, conduct financial evaluations, and make data-driven decisions is crucial. Lastly, the incumbent should have exceptional negotiation skills and the ability to forge strong partnerships with external stakeholders to drive business growth.

Specific Requirements

- Degree in Finance/Economics/Commerce; technical expertise (e.g., engineering background) a plus.
- 10-15 years' experience in corporate finance or banking, including exposure to:
 - Infrastructure valuations, infrastructure advisory, deals modelling.
 - Investment banking, infrastructure funds management.
 - Mergers & acquisitions.
- Preference for power and renewables experience (e.g., familiarity with electricity markets, relevant regulations, grid considerations, negotiating power purchase/supply agreements etc.) but not essential.

Skills, Abilities & Experience

- Can work independently but also contribute effectively within a team-based framework.
- Must be a finisher – “hands on doer”.
- Self-starter, highly motivated with a keen desire to get things done.
- Ability to plan and execute to a timeline.
- Meticulous attention to detail and strong organizational skills.
- Accuracy is a fundamental characteristic.
- Ability to think critically and commercially.
- Excellent written and verbal communication skills.
- Ability to communicate professionally and personally at all levels.
- A true team player with the ability to influence and work collaboratively across the organization.
- A hands-on, action-oriented approach that fits well with Iris Energy's entrepreneurial, fast-paced culture.
- Passionate, creative, energetic, and forward-thinking; exhibiting a strategic growth mindset.
- Proactive self-starter with strong sense of ownership and motivation, with demonstrated commitment to the values of environment, quality, and continuous improvement.
- Mix of technical/commercial skills applied with a wide range of stakeholders and counterparties.