



Director of Procurement and Expediting St. John's, Newfoundland and Labrador

World Energy GH2 Inc. is a Newfoundland and Labrador-based renewable energy company that is affiliated with World Energy LLC, one of the world's leading renewable fuel manufacturers. The organization is focused on harnessing Newfoundland and Labrador's wind energy to develop the fuel of the future. World Energy GH2's Project Nujio'qonik aims to be North America's first commercial green hydrogen/ammonia producer created from 3+ Gigawatts of wind energy in one of the world's best wind resource regions. As World Energy GH2 focuses on progressing various project development milestones, advancing this new industry in Canada, and contributing to climate change mitigation on a large scale, an outstanding team is required to support and develop this innovative project.

Reporting to the Chief Operating Officer, the **Director of Procurement and Expediting** is responsible for overseeing the procurement process and expediting activities for Project Nujio'qonik. A crucial part of this role will include having prompt and effective procurement of critical materials for accomplishing project objectives.

Specific Roles and Responsibilities

- Develop agile procurement strategies aligned with startup dynamics
- Develop streamlined expedited plans for agile project timelines
- Conduct comprehensive market analysis, market trend evaluations, and partner identification
- Efficiently manage resources for cost-effective procurement and project growth
- Optimize project costs and mitigate risks through effective pricing strategies, contract negotiations, and sales initiatives
- Build and maintain strong relationships with key stakeholders, clients, suppliers, vendors, partners, government authorities, regulatory bodies, financial institutions, and community representatives
- Develop contingency plans and risk mitigation strategies to safeguard the project budget and financial viability
- Collaborate with cross-functional teams and adjust procurement strategies accordingly
- Recruit, train, and motivate a high-performing team

As the ideal candidate, you will have a Bachelor's or Master's degree in Supply Chain Management, Engineering, or a related field. Relevant certifications such as CSPC, CPSM, or CPM would be an asset. Your experience encompasses at least 5 years in leadership roles and experience establishing comprehensive procurement process systems. Having an enriched grasp of the renewable energy industry with experience in this sector and in a startup environment will

be an asset. You have a proven track record managing complex projects, and staying on top of deadlines and competing priorities. Your strengths include excellent verbal and written communication skills, business development, negotiation, and supplier relationship management. Your proven coaching and leadership abilities thrive in diverse teams, setting clear goals amidst fast-paced environments while fostering a collaborative environment.

Your track record includes successfully introducing change to new ventures and projects. Flexibility defines your approach, adapting strategies to rapidly shifting priorities. Your communication finesse shines in interactions with internal and external stakeholders. Whether stemming from market shifts, regulatory dynamics, or competitive influences, you have a knack for identifying and managing commercial risks. An innovative mindset characterizes your approach as you continuously seek new ways to improve processes and explore new opportunities. You also demonstrate high ethical standards and integrity in all of your business interactions.

Experience in the renewable energy sector and mega-project development is an asset. You bring knowledge and understanding of commercial economics, financial modeling, risk analysis, market dynamics, regulatory frameworks and commercial considerations in local, regional, national and international contexts. Your strong business acumen, strategic thinking, and analytical skills empower you to make informed decisions based on market insight and data analysis. You have a proven ability to successfully develop and execute commercial strategies, drive revenue and growth, and manage complex commercial and regulatory relationships by utilizing your excellent negotiation skills, and communication skills. As an executive leader, you are competent in managing and developing high-performing teams in complex and dynamic environments. You demonstrate a commitment to ethical business practices, sustainability and corporate social responsibility.

Both World Energy GH2 and Venor are committed to an inclusive hiring process that actively recognizes diversity and embraces a wide range of perspectives. World Energy GH2 is committed to building a workplace culture of equity, diversity, inclusion and belonging. Applications from 2SLGBTQ+, Black, Indigenous, and People of Colour (BIPOC), women, newcomers to Canada, and people with disabilities are encouraged. If you require any accommodation in the application and interview process, please let us know.

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If you are interested in this opportunity, please contact Shardeigh McGillivray via shardeigh@venor.ca and Nada Halaweh via nada@venor.ca