



BUSINESS OPPORTUNITY SPECIALIST

Job Purpose

The Business Opportunity Specialist drives innovation at EQUS, empowering our organization to realize strategic business opportunities for development and growth. This role works closely and effectively with internal and external stakeholders to identify, develop, and successfully implement creative solutions to organizational challenges in real-time.

Key Competencies

- Your electrical industry expertise and/or experience working with electrical distribution systems uniquely position you to recognize opportunities to build upon EQUS' position as Canada's largest member-owned utility.
- You are strategically oriented, able to identify business opportunities in alignment with EQUS' strategic priorities and draw upon strong relationships with key stakeholders, including: the provincial government, municipal districts and counties, industry groups, the local business community, and others.
- You employ exceptional communication skills, including presentation and interpersonal skills to build strong business relationships with a diverse range of key stakeholders, and the ability to create professional feasibility studies and business cases.
- Curiosity, creativity, and critical thinking drive you to seek new information, opportunities for continuous improvement, and innovative solutions to challenges.
- You are confident, adaptable, and comfortable working independently, responsible for managing your own time and resources and proactively seeking new opportunities with a focus on results that benefit EQUS and its members.

Review and Approval of Work

This position reports directly to the Chief Executive Officer.

Qualifications

- Completion of post-secondary education in a related field required.
- Three to five years of technical experience within the electrical industry is considered an asset.
- Demonstrable understanding of power systems, electricity markets, the value of flexibility from different distributed energy resources, industrial and commercial applications and the benefits of using smart grid technologies considered an asset.
- Knowledge of the energy storage market, technologies, infrastructure, microgrids, and applications considered an asset.
- Demonstrable experience in energy storage and/or load management and network ancillary services considered an asset.
- Demonstrated ability to identify and develop opportunities that leverage organizational strengths and directly contribute to business growth.
- Established ability to produce professional investment and/or business cases – built upon sound research that establishes the feasibility and potential impact of proposed innovations and/or technologies –and recommend strategies to effectively resolve challenges and/or seize opportunities for business growth.

- Proven experience leading innovation and technology projects that have been completed within budget and established timelines.
- Must possess and maintain a valid Alberta driver's license and satisfactory driving record.
- Ability to travel on a regular basis within Alberta.

Compensation

EQUS strives to attract and retain highly skilled talent and expertise vital to our organization's success. We offer competitive wages, a comprehensive benefits package, and excellent opportunities for development and growth.

Power up your career by joining the EQUS team!

Submit your application to HR@EQUS.CA



The Employee Recommended Workplace Award recognizes excellence in achieving a healthy, engaged and productive workforce. It is the only award of its kind that is based entirely on feedback from employees.

EQUS would like to thank you in advance for your resume. It will be kept on file for six months from the date it is submitted. EQUS REA LTD. (EQUS) collects only that personal information about job applicants that is needed to determine suitability for employment. The information will be used only for the purpose of evaluating that suitability. EQUS will not distribute your information to anyone else. After six months your application, and any personal information collected about you during the verification process, will be destroyed.