



Commercial Manager – Electrolytic Hydrogen

About Progressive Energy

Progressive Energy is a developer of low carbon energy projects. We exist to find, and implement, innovative solutions to deliver major carbon abatement.

We are a hugely motivated team that is energised to deliver a world-class and world-first projects at the heart of the energy transition. The team has dynamic mix of backgrounds with skills across engineering, commercial, finance and communications. Our projects are based around the UK, but primarily in the North West. We have offices in Gloucestershire and Cheshire, and hold regular team days, allowing us all to get together creatively to explore new opportunities.

Progressive Energy originated the [HyNet North West](#) project and continues to play an active role in most aspects of ongoing project development, including our interest in Vertex Hydrogen. We are also working on earlier stage industrial ‘cluster’ projects beyond the North West Region.

We are working in partnership with Statkraft and Foresight Group to develop and deploy significant electrolytic (or ‘green’) hydrogen production across the North West of England and North Wales (and potentially the wider UK). We already have 100MW under development across six live projects, which are at various stages of development and are seeking to expand this portfolio.

The role

We are looking for a Commercial Manager to provide support across our portfolio of green hydrogen projects.

Several of these key commercial contracts will be ‘first of a kind’ contractual arrangements, and the Commercial Manager will be required to develop relevant MoUs and heads of terms prior to taking the contracts through complex legal negotiations.

The Commercial Manager will report to, and be mentored by, the Head of Electrolytic & Industrial Hydrogen. This is an opportunity to play a pivotal role in developing a range of innovative projects which deliver meaningful industrial decarbonisation.

The key elements of the role include:

- Leading (or provide key support on) on the development of some or all commercial agreements from project origination through to FID, including:
 - Service agreements
 - EPC Contracts
 - Grid connections
 - Land agreements



- Utility supply contracts
 - Hydrogen supply/off-take contracts; and
 - 'Private wire' and power purchase agreements.
- Work with our development partners, Statkraft and Foresight, along with external legal and technical advisors, to support development of the above agreements and to ensure that all commercial risks are understood.
- Engage with counterparties for all agreements as part of the negotiation process, including major industrial offtakers of hydrogen.
- Engage with colleagues to provide data from various commercial agreements to support:
 - Engineering
 - Planning applications
 - Permit applications
 - Government funding bids and negotiations, including those to secure Low Carbon Hydrogen Agreements
 - Financial modelling.
- Work with Project Manager(s) to establish the project plan for the commercial scope of works and assist with the reporting against that plan.
- Work with colleagues to present the risk and opportunities associated with different contracts to the Progressive and Joint Venture Boards as part of project sanction processes.
- Assist with the preparation and updating of business plans.
- Help to develop best practice within Progressive to put in place a suite of template agreements, which can be used on wider projects across the business.

Your skills and experience

We are seeking a candidate that has the majority of the following:

- A passion for energy and climate change
- 3+ years prior experience in a commercial role in the energy market in the UK
- Understanding of and exposure to the development process behind energy infrastructure
- Awareness of the investment case required to finance energy infrastructure
- Experience of drafting and interpretation of contractual documentation of the nature listed in the role description above
- Experience of issues related to regulation and/or complex contracts in either the public or private sector
- The ability to empathise and negotiate collaboratively with customers and other stakeholders (including shareholders and government)
- Excellent organizational, planning, written and oral communication skills
- Strong attention to detail



- Ability to work independently, to multi-task and able to see projects through to successful conclusion
- Positive attitude and creative work ethic required to deliver first-of-a-kind contracts
- Adaptable to change and flexible in approach

What we offer you

- An expected starting salary from £50,000 to over £75,000 per annum depending on experience
- A personal retirement savings plan based on both NEST and private salary sacrifice schemes with employer contributions
- 25 days annual leave, plus bank holidays, pro-rata
- One free professional membership subscription
- Access to flexible benefits such as Share Incentive Plan, Cycle2Work and Electric Car Lease Scheme
- Flexible working time arrangements through hybrid working

Ideally, we would like the successful applicant to be based 'within range' of our Gloucestershire office to enable attendance at least once a week, but we are also willing to consider those from further afield, including those relatively close to our Cheshire office. However, other geographies are considered, as some travel to partner locations around the UK will also be required.

Whilst we would prefer for applicants to work full time, we are happy to consider applications for candidates wishing to work part-time (min. 4 days).

Equal Opportunities

We value diversity and therefore welcome all applications, irrespective of gender, disability, nationality, ethnic and social background, religion and beliefs, age or sexual orientation and identity.

How to apply

Please send CVs by email to jobs@progressive-energy.com along with a brief cover letter describing why you are suitable for the role.

Deadline for applications - Friday 31st March.