



Regional Director – CEA Australia

CEA is Hiring

We're seeking to engage a Regional Director – CEA Australia to join our team.

We are growing internationally, and we have an opportunity for an Associate Director or Director to support the growth and development of CEA Australia.

We are looking for someone who:-

- Is passionate about renewable energy and the coastal and marine environment
- Has the vision and capability to grow CEA Australia
- Enjoys both business development and delivery of technical consultancy services
- Has a reputation for collaborating with clients, stakeholders, and other consultancies

This role offers:

An unique opportunity to take a lead in expanding CEA's offering and team in Australia

Opportunity for career development in renewable energy and environmental consultancy

Opportunity to work on a variety of interesting projects both locally and internationally

Excellent leadership role with a focus on business development and technical delivery

The role can be based in Sydney / Brisbane / Melbourne and is remote based and flexible in nature. In this role you'll be responsible for developing the CEA offering in Australia, providing leadership and operational direction in collaboration with the other sector leaders and in consideration of the wider CEA Group. This role would be ideal for an experienced and motivated consultant looking to build a successful consultancy team with the support and security of an established consultancy.

About CEA

CEA is a successful growing business, in demand in the UK and internationally, working for well-known clients providing environmental, consenting, and permitting support for energy and other infrastructure projects. We have been part of a successful bid team in the Gippsland feasibility licence auction and continue to work in Australia supporting project development. We have ambitious growth targets both in the UK and Australia and are seeking the right individual to support CEA's development in Australia.

CEA is founded on talented individuals who deliver effective project solutions, drawing on a wealth of experience and knowledge. As a key team member, you would complement and extend this talent pool with your own expertise, energy, drive, and creativity. We can offer the right person a competitive package with flexible working arrangements and a mutually supportive working environment. We want great people to thrive with us and stay with us as we grow.

We have developed a business that delivers exceptional service to our clients, in a work environment that our team enjoy and feel committed to. Benefits that our team members have mentioned which drew them to joining CEA and make them pleased to be part of the organisation include:

Collaborating with credible, respected individuals with valued reputations in the industry (and learning from them).

Working with a team of like-minded, individuals with shared work ethics, values and vision.

Having a seat at the company table with the opportunity to play an active part in the development and growth of the business.

Modern, hybrid working with the flexibility to enable delivery whilst maintaining a great work-life balance.

Engaging with interesting, multifaceted and challenging projects from concept through to delivery.

Role Responsibilities

Responsibilities include, but are not limited to:

Business Development - Identify, evaluate, and pursue new opportunities in Australia that are alignment with company goals to drive sustainable growth of the business.

Client Relationship Management - Build and maintain strong, long-term relationships with both new and existing clients.

Project Direction - Coordinate the delivery team to ensure projects are executed efficiently and effectively. Act as the primary point of contact for clients throughout the project lifecycle, ensuring clear communication and client satisfaction.

Networking - Represent CEA at industry events, conferences, and networking functions to enhance brand visibility and promote new business initiatives.

Develop, lead, and manage employees in the achievement of the global business plans.

Proposal Development - Prepare quotes, tenders, and presentations tailored to client needs; support the tendering process by contributing to high-quality business proposals.

Business reporting, including monthly financials (project and business plans);

Work with appropriate Business sector leads to structure a workforce that effectively operates disciplines, functions and client delivery on a regional and global basis.

Requirements

Essential:

You will have a client-centric approach and be able to demonstrate your proven knowledge in permitting and environmental assessment (marine preferable).

Tertiary qualifications in appropriate discipline (essential)

Relevant professional experience in permitting and environment (Renewables / Offshore Wind desirable)

Circa 10+ years' industry experience managing projects successfully, to budget and client specifications

Circa 5+ years' experience in business development, sales, or a related field, preferably in renewable energy or a similar industry.

Strong verbal, written, and interpersonal communication skills, with the ability to facilitate discussions and negotiate effectively.

Proven ability to manage competing priorities, handle challenging situations, and meet deadlines in a fast-paced environment.

Existing relationships with renewable energy developers who are already established in Australia or are looking to enter the Australian market.

Ability to work under own direction and manage others.

Proficiency in Microsoft Office applications (Excel, Word, PowerPoint).

Desirable

Knowledge of the renewable energy sector and relevant regulatory frameworks is highly desirable.

In depth knowledge of the relevant Industry Standards and the application of these standards.

Demonstrable active participation in industry forums and workshops;

Strong leadership and motivational ability.

LOCATION

Remote (Sydney / Brisbane / Melbourne areas)